

Department of Economic Development

Draft Budget Request Fiscal Year 2020

Robert B. Dixon, Director

573/751-4770

Book 1

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FY 2020 BUDGET
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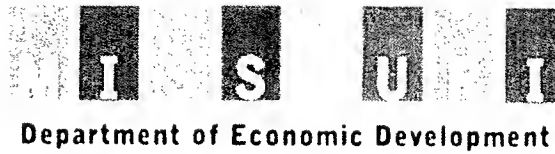
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Michael L. Parson
Governor



Robert B. Dixon
Director

October 1, 2018

The Honorable Michael L. Parson
Governor of Missouri
State Capitol, Room 216
Jefferson City, MO 65101


Dear Governor Parson:

The Department of Economic Development (DED) is pleased to provide you with the Department's Fiscal Year 2020 Draft Budget Request. Our mission is to help the private sector create more jobs and to help Missourians earn higher pay.

DED is committed to keeping Missouri businesses on the cutting edge through programs to ensure a ready supply of highly skilled and trained workers; to assist communities so that they may preserve and expand the quality of life for which Missouri is known; to help create a supportive business climate; and to support physical and technological infrastructure with sufficient capacity to ensure continued growth and expansion.

If you should have any questions about the budget proposal or need additional information, please feel free to contact me at 751-4770.

Sincerely,


Robert B. Dixon
Director



Department of Economic Development

The Missouri Department of Economic Development seeks to create solid, high-paying jobs and to boost economic development across the state to help local communities grow and prosper. The Department and its collective boards, councils, commissions and divisions aspire to transform Missouri into the best state in the Midwest for businesses and talent.

Divisions, Councils and Commissions

The department consists of two distinct groups: development agencies and regulatory agencies. The department also has an administrative services division.

Division of Business and Community Services

Focuses on business expansion and retention, business attraction, community development, economic research, and international business

Division of Workforce Development

Provides services for businesses and job seekers to help “skill-up” Missouri’s workforce to meet industry needs

Division of Energy

Fosters the use of diverse energy resources to drive economic growth and achieve greater energy security for future generations

Division of Tourism

Promotes Missouri as a travel destination to attract new visitors to our state

Missouri Technology Corporation

Promotes entrepreneurship and fosters the growth of new and emerging high-tech and bioscience companies through a public-private partnership

Missouri Arts Council

Provides grants to nonprofit organizations to encourage and stimulate the growth, development, and appreciation of the arts in Missouri

Missouri Women’s Council

Identifies and addresses issues affecting the economic and employment status of women in Missouri

Public Service Commission

Independently governed commission that regulates investor-owned electric, natural gas, steam, water, and sewer utilities in Missouri

Missouri Military Preparedness and Enhancement Commission

Helps protect, retain, and enhance mission capabilities at Missouri military posts and bases through the Office of the Missouri Military Advocate

Missouri Housing Development Commission

Provides financing for the construction of affordable housing and funding for home loans

Office of Public Counsel

Represents the public and the interests of utility customers in proceedings before the Missouri Public Service Commission

Administrative Services

Provides legal, public relations, legislative, financial, budget, and human resources support to the department director, senior management, and other divisions within the department



MISSOURI

Department of Economic Development

2018 Version 1.0



ASPIRATION	We will be the best economic development department in the Midwest					
THEMES	Transform Missouri's DED By improving the way our agency operates	Develop Missouri's talent So that human capital remains our strongest asset	Grow Missouri's businesses With a comprehensive economic development strategy	Empower Missouri's communities With 21st century infrastructure	Tell Missouri's story So the world knows that we are open for business	
INITIATIVES	<ul style="list-style-type: none"> • Redefine DED's approach as an economic development organization • New economic development strategy • Redesign overall organizational model • Revamp core programs • Embed a data-driven style of management 	<ul style="list-style-type: none"> • Co-lead with DHE a statewide workforce development assessment and design of pilot programs • Continue refining Skilled Workforce Missouri • Transform Missouri's Division of Workforce Development 	<ul style="list-style-type: none"> • Develop a statewide business retention and expansion plan • Implement priority recommendations from Governor's Innovation Task Force • Refine targets and tactics for business recruitment • Refine international strategy for investment and export expansion 	<ul style="list-style-type: none"> • Facilitate private sector development of rural broadband service • Provide data and analysis to facilitate energy infrastructure development 	<ul style="list-style-type: none"> • Create a Missouri brand with a cohesive, statewide narrative • Develop and begin implementing DED communications plan to support all marketing & communications goals 	

State Auditor's Reports and Oversight Evaluations

Program or Division Name	Type of Report	Date Issued	Website
Follow-up Report on Audit Findings Small Business Regulatory Fairness Board	Audit Report (2017-135)	Nov-18	https://app.auditor.mo.gov/Repository/Press/2017135997923.pdf
Tax Credit Programs	Audit Report (2017-051)	Jun-17	https://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=581
Small Business Regulatory Fairness Board	Audit Report (2016-030)	May-16	http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=472
Public Service Commission	Audit Report (2015-129)	Dec-15	http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=437
Neighborhood Assistance Program Tax Credit	Audit Report (2015-092)	Oct-15	http://app.auditor.mo.gov/Repository/Press/2015092932908.pdf
Office of the Public Counsel	Audit Report (2015-061)	Aug-15	http://app.auditor.mo.gov/Repository/Press/2015061953857.pdf
MO Development Finance Board Infrastructure Tax Credit Program	Audit Report (2014-142)	Dec-14	http://app.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=354
Follow-up Report on Audit Findings Brownfield Remediation Tax Credit Program	Audit Report (2014-099)	Oct-14	http://www.auditor.mo.gov/Repository/Press/2014099907678.pdf
Brownfield Remediation Tax Credit Program	Audit Report (2014-023)	Apr-14	http://www.auditor.mo.gov/Press/2014023457179.pdf
Historic Preservation Tax Credit Program	Audit Report (2014-018)	Mar-14	http://www.auditor.mo.gov/Press/2014018370056.pdf
Low Income Housing	Audit Report (2014-014)	Mar-14	http://www.auditor.mo.gov/Press/2013014719305.pdf
Missouri Technology Corporation	Audit Report (2013-057)	Jul-13	http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=200
Division of Business and Community Services	Audit Report (2013-031)	Apr-13	http://www.auditor.mo.gov/Press/2013-031.pdf
New Markets Tax Credit	Oversight Evaluation - Sunset Review	Jan-13	http://moga.mo.gov/
Film Production Tax Credit	Oversight Evaluation - Sunset Review	Jan-13	http://moga.mo.gov/
Division of Business and Community Services	Audit Report (2012-117)	Sep-12	http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=127
Missouri Quality Jobs Tax Incentive Program	Audit Report (2012-65)	Jul-12	http://www.auditor.mo.gov/AuditReports/CitzSummary.aspx?id=102

Missouri Sunset Act Report

Program	Statutes Establishing	Sunset Date	Review Status
Missouri Downtown Economic Stimulus Act (MODESA)	99.915 - 99.980, RSMo	1/1/2013	
Distressed Area Land Assemblage Tax Credit	99.1025, RSMo	8/28/2013	
Qualified Equity Investments Tax Credit (New Markets)	135.680 - 135.682, RSMo	9/4/2013	
Film Production Project Tax Credit	135.750, RSMo	11/28/2013	
Missouri Automotive Manufacturing Jobs Act	620.1910, RSMo	10/12/2016	
Alternative Fuel Infrastructure Tax Credit	135.710, RSMo	12/31/2017	
Missouri Works New Jobs Training	620.800 - 620.809, RSMo	7/1/2030	
Missouri Works Job Retention Training	620.800 - 620.809, RSMo	7/1/2030	
Missouri Works Job Development Fund	620.800 - 620.809, RSMo	7/1/2030	
Missouri Works Business Incentives	620.2000 - 620.2020, RSMo	8/28/2019	
Amateur Sporting Tax Credit	67.3000, RSMo	8/28/2025	
Amateur Sporting Contribution Tax Credit	67.3005, RSMo	8/28/2025	
Wood Energy Tax Credit	135.300 - 135.311, RSMo	6/30/2020	
Division of Tourism Supplemental Revenue Fund	620.467, RSMo	6/30/2020	
Missouri Arts Council Trust Fund	143.183, RSMo	12/31/2030	
Bring Jobs Home Act	143.1100, RSMo	8/28/2022	
Advanced Industrial Manufacturing Zones Act (AIM Zone)	68.075, RSMo	8/28/2023	

NEW DECISION ITEM
RANK: 2 OF _____

Department: Economic Development	Budget Unit: Various
Division:	
DI Name: Pay Plan - FY 2019 Cost to Continue	DI#: 0000013
HB Section:	

1. AMOUNT OF REQUEST

FY 2020 Budget Request				
	GR	Federal	Other	Total E
PS	23,961	180,606	108,475	313,042
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	23,961	180,606	108,475	313,042
FTE	0.00	0.00	0.00	0.00

Est. Fringe	7,301	55,031	33,052	95,384
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total E
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input checked="" type="checkbox"/> Pay Plan	<input type="checkbox"/> Other: _____	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

The FY 2019 budget includes appropriation authority for a \$700 pay increase for employees making under \$70,000 and a 1% pay increase for employees making over \$70,000 beginning January 1, 2019. The remaining six months were unfunded, but the stated intent of the legislature was to provide the funding in FY 2020.

NEW DECISION ITEM
RANK: 2 OF

Department: <u>Economic Development</u>	Budget Unit <u>Various</u>
Division: <u> </u>	
DI Name <u>Pay Plan - FY 2019 Cost to Continue</u> DI# <u>0000013</u>	HB Section <u> </u>

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The appropriated amount for the Fiscal Year 2019 pay plan was based on a \$700 pay increase for employees making under \$70,000 and a 1% pay increase for employees making over \$70,000 beginning January 1, 2019. The Fiscal Year 2020 requested amount is equivalent to the remaining six months in order to provide the core funding necessary for a full fiscal year.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
Total PS	23,961		180,606		108,475		313,042	0.0		
	23,961	0.0	180,606	0.0	108,475	0.0	313,042	0.0	0	
Grand Total	23,961	0.0	180,606	0.0	108,475	0.0	313,042	0.0	0	

Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
100-Salaries and Wages							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ADMINISTRATIVE SERVICES								
Pay Plan FY19-Cost to Continue - 0000013								
ACCOUNTANT I	0	0.00	0	0.00	282	0.00	0	0.00
ACCOUNTANT II	0	0.00	0	0.00	840	0.00	0	0.00
BUDGET ANAL III	0	0.00	0	0.00	334	0.00	0	0.00
ACCOUNTING GENERALIST II	0	0.00	0	0.00	420	0.00	0	0.00
PERSONNEL OFFICER	0	0.00	0	0.00	1,064	0.00	0	0.00
EXECUTIVE I	0	0.00	0	0.00	293	0.00	0	0.00
EXECUTIVE II	0	0.00	0	0.00	347	0.00	0	0.00
PERSONNEL CLERK	0	0.00	0	0.00	1,051	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	350	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B1	0	0.00	0	0.00	376	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B2	0	0.00	0	0.00	408	0.00	0	0.00
HUMAN RESOURCES MGR B1	0	0.00	0	0.00	350	0.00	0	0.00
HUMAN RESOURCES MGR B2	0	0.00	0	0.00	435	0.00	0	0.00
STATE DEPARTMENT DIRECTOR	0	0.00	0	0.00	683	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	1,697	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	4	0.00	0	0.00
LEGAL COUNSEL	0	0.00	0	0.00	999	0.00	0	0.00
CHIEF COUNSEL	0	0.00	0	0.00	629	0.00	0	0.00
SENIOR COUNSEL	0	0.00	0	0.00	423	0.00	0	0.00
OFFICE WORKER MISCELLANEOUS	0	0.00	0	0.00	63	0.00	0	0.00
DEPUTY GENERAL COUNSEL	0	0.00	0	0.00	477	0.00	0	0.00
MISCELLANEOUS TECHNICAL	0	0.00	0	0.00	44	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	21	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	1,193	0.00	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	0	0.00	347	0.00	0	0.00
DIR OF LEGISLATIVE AFFAIRS	0	0.00	0	0.00	50	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	13,180	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$13,180	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$2,772	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$5,746	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$4,662	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO ECO RESEARCH INFO CENTER								
Pay Plan FY19-Cost to Continue - 0000013								
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	700	0.00	0	0.00
RESEARCH ANAL I	0	0.00	0	0.00	1,894	0.00	0	0.00
RESEARCH ANAL II	0	0.00	0	0.00	1,479	0.00	0	0.00
RESEARCH ANAL III	0	0.00	0	0.00	2,163	0.00	0	0.00
RESEARCH ANAL IV	0	0.00	0	0.00	452	0.00	0	0.00
LABOR ECONOMIST	0	0.00	0	0.00	350	0.00	0	0.00
EXECUTIVE II	0	0.00	0	0.00	350	0.00	0	0.00
PLANNER II	0	0.00	0	0.00	245	0.00	0	0.00
PLANNER III	0	0.00	0	0.00	1,050	0.00	0	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	26	0.00	0	0.00
RESEARCH MANAGER B1	0	0.00	0	0.00	700	0.00	0	0.00
RESEARCH MANAGER B2	0	0.00	0	0.00	913	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	372	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	155	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	10,849	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$10,849	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$773	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$10,076	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MARKETING								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	46	0.00	0	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	175	0.00	0	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	387	0.00	0	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	1,499	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	67	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	31	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	44	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	2,249	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$2,249	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,551	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$295	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$403	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SALES								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	350	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	700	0.00	0	0.00
PLANNER III	0	0.00	0	0.00	350	0.00	0	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	1,313	0.00	0	0.00
MARKETING SPECIALIST II	0	0.00	0	0.00	980	0.00	0	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	3,409	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	350	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	350	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	445	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	390	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	0	0.00	1	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	201	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	385	0.00	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	0	0.00	88	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	9,312	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$9,312	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$9,224	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$88	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FINANCE								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	88	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	1,698	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	914	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	3,707	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	403	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	31	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	4	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	6,845	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$6,845	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$6,495	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$350	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MILITARY ADVOCATE								
Pay Plan FY19-Cost to Continue - 0000013								
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	631	0.00	0	0.00
OTHER	0	0.00	0	0.00	178	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	809	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$809	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$809	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
CDBG PROGRAM								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	431	0.00	0	0.00
ACCOUNT CLERK II	0	0.00	0	0.00	322	0.00	0	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	158	0.00	0	0.00
MARKETING SPECIALIST III	0	0.00	0	0.00	431	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	392	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	560	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	2,637	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	340	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	1,075	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	216	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	175	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	6,737	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$6,737	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,987	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$4,750	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMMISSION								
Pay Plan FY19-Cost to Continue - 0000013								
ECONOMIC DEV INCENTIVE SPEC I	0	0.00	0	0.00	224	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	126	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	0	0.00	0	0.00	700	0.00	0	0.00
STUDENT INTERN	0	0.00	0	0.00	1	0.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	700	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	1,751	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,751	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$350	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$1,401	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO ARTS COUNCIL								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	350	0.00	0	0.00
SR OFC SUPPORT ASST (STENO)	0	0.00	0	0.00	1	0.00	0	0.00
OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNT CLERK II	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNTANT II	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC INFORMATION COOR	0	0.00	0	0.00	350	0.00	0	0.00
EXECUTIVE I	0	0.00	0	0.00	350	0.00	0	0.00
ARTS COUNCIL PRGM SPEC I	0	0.00	0	0.00	350	0.00	0	0.00
ARTS COUNCIL PRGM SPEC II	0	0.00	0	0.00	1,750	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	523	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	751	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	5,475	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$5,475	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$2,102	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$3,373	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
WORKFORCE DEVELOPMENT								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	2,800	0.00	0	0.00
OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	350	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	1,575	0.00	0	0.00
STOREKEEPER I	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNTANT I	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNTING SPECIALIST I	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNTING SPECIALIST II	0	0.00	0	0.00	700	0.00	0	0.00
ACCOUNTING CLERK	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNTING GENERALIST I	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNTING GENERALIST II	0	0.00	0	0.00	700	0.00	0	0.00
RESEARCH ANAL II	0	0.00	0	0.00	350	0.00	0	0.00
RESEARCH ANAL III	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC INFORMATION SPEC I	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC INFORMATION SPEC II	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC INFORMATION COOR	0	0.00	0	0.00	350	0.00	0	0.00
TRAINING TECH II	0	0.00	0	0.00	700	0.00	0	0.00
TRAINING TECH III	0	0.00	0	0.00	700	0.00	0	0.00
EXECUTIVE I	0	0.00	0	0.00	350	0.00	0	0.00
EXECUTIVE II	0	0.00	0	0.00	199	0.00	0	0.00
PLANNER III	0	0.00	0	0.00	1,050	0.00	0	0.00
TELECOMMUN TECH II	0	0.00	0	0.00	350	0.00	0	0.00
MARKETING SPECIALIST I	0	0.00	0	0.00	1,050	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC I	0	0.00	0	0.00	81,452	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC II	0	0.00	0	0.00	2,800	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC III	0	0.00	0	0.00	7,700	0.00	0	0.00
WORKFORCE DEVELOPMENT SPEC IV	0	0.00	0	0.00	11,413	0.00	0	0.00
WORKFORCE DEVELOPMENT SUPV I	0	0.00	0	0.00	5,950	0.00	0	0.00
WORKFORCE DEVELOPMENT SUPV II	0	0.00	0	0.00	8,050	0.00	0	0.00
WORKFORCE DEVELOPMENT SUPV III	0	0.00	0	0.00	2,100	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B1	0	0.00	0	0.00	350	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B2	0	0.00	0	0.00	350	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B3	0	0.00	0	0.00	387	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
WORKFORCE DEVELOPMENT								
Pay Plan FY19-Cost to Continue - 0000013								
RESEARCH MANAGER B2	0	0.00	0	0.00	350	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	3,850	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	4,200	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB3	0	0.00	0	0.00	817	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	499	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	1,400	0.00	0	0.00
OFFICE WORKER MISCELLANEOUS	0	0.00	0	0.00	120	0.00	0	0.00
MISCELLANEOUS TECHNICAL	0	0.00	0	0.00	350	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	1,000	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	2,441	0.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	429	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	150,032	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$150,032	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$147,112	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$2,920	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
WOMEN'S COUNCIL								
Pay Plan FY19-Cost to Continue - 0000013								
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	350	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	350	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$350	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$350	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TOURISM								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	700	0.00	0	0.00
ACCOUNTANT I	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNTING ANAL II	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC INFORMATION SPEC I	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC INFORMATION SPEC II	0	0.00	0	0.00	1,050	0.00	0	0.00
PUBLIC INFORMATION COOR	0	0.00	0	0.00	700	0.00	0	0.00
TOURIST ASST	0	0.00	0	0.00	2,800	0.00	0	0.00
TOURIST CENTER SPV	0	0.00	0	0.00	2,800	0.00	0	0.00
MANAGEMENT ANALYSIS SPEC I	0	0.00	0	0.00	350	0.00	0	0.00
ECON DEV INFO & ADV COOR	0	0.00	0	0.00	175	0.00	0	0.00
COMMUNITY DEV REP II	0	0.00	0	0.00	350	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B1	0	0.00	0	0.00	350	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	0	0.00	0	0.00	700	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	0	0.00	0	0.00	700	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	555	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	1,100	0.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	0	0.00	0	0.00	350	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	13,730	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$13,730	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$13,730	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ENERGY DIVISION OPERATIONS								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	701	0.00	0	0.00
ACCOUNT CLERK I	0	0.00	0	0.00	18	0.00	0	0.00
ACCOUNT CLERK II	0	0.00	0	0.00	351	0.00	0	0.00
AUDITOR II	0	0.00	0	0.00	333	0.00	0	0.00
PUBLIC INFORMATION COOR	0	0.00	0	0.00	351	0.00	0	0.00
EXECUTIVE II	0	0.00	0	0.00	350	0.00	0	0.00
MANAGEMENT ANALYSIS SPEC I	0	0.00	0	0.00	350	0.00	0	0.00
MANAGEMENT ANALYSIS SPEC II	0	0.00	0	0.00	351	0.00	0	0.00
PLANNER II	0	0.00	0	0.00	1,051	0.00	0	0.00
PLANNER III	0	0.00	0	0.00	1,051	0.00	0	0.00
PLANNER IV	0	0.00	0	0.00	359	0.00	0	0.00
PUBLIC UTILITY FINANCIAL ANAL	0	0.00	0	0.00	91	0.00	0	0.00
ENVIRONMENTAL SPEC III	0	0.00	0	0.00	650	0.00	0	0.00
ENERGY SPEC I	0	0.00	0	0.00	351	0.00	0	0.00
ENERGY SPEC III	0	0.00	0	0.00	970	0.00	0	0.00
ENERGY SPEC IV	0	0.00	0	0.00	436	0.00	0	0.00
ENERGY ENGINEER I	0	0.00	0	0.00	350	0.00	0	0.00
ENERGY ENGINEER II	0	0.00	0	0.00	351	0.00	0	0.00
ENERGY ENGINEER III	0	0.00	0	0.00	701	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	0	0.00	0	0.00	794	0.00	0	0.00
ENVIRONMENTAL MGR B2	0	0.00	0	0.00	858	0.00	0	0.00
ENVIRONMENTAL MGR B3	0	0.00	0	0.00	383	0.00	0	0.00
FISCAL & ADMINISTRATIVE MGR B2	0	0.00	0	0.00	373	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	547	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	1,350	0.00	0	0.00
LEGAL COUNSEL	0	0.00	0	0.00	122	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
ENERGY DIVISION OPERATIONS								
Pay Plan FY19-Cost to Continue - 0000013								
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	575	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	14,168	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$14,168	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$8,774	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$5,394	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MANUFACTURED HOUSING								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	350	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	350	0.00	0	0.00
MANUFACTURED HSNG INSP II	0	0.00	0	0.00	1,400	0.00	0	0.00
MANUFACTURED HSNG INSP SUPV	0	0.00	0	0.00	350	0.00	0	0.00
UTILITY REGULATORY MNGR, BAND2	0	0.00	0	0.00	350	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	2,800	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$2,800	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$2,800	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
OFFICE OF PUBLIC COUNSEL								
Pay Plan FY19-Cost to Continue - 0000013								
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC UTILITY ACCOUNTANT I	0	0.00	0	0.00	350	0.00	0	0.00
CH PUBLIC UTILITY ACCOUNTANT	0	0.00	0	0.00	364	0.00	0	0.00
PUBLIC UTILITY ACCOUNTANT III	0	0.00	0	0.00	700	0.00	0	0.00
CH REGULATORY ECONOMIST	0	0.00	0	0.00	263	0.00	0	0.00
PUBLIC UTILITY ENGINEER	0	0.00	0	0.00	170	0.00	0	0.00
PUBLIC UTILITY FINANCIAL ANAL	0	0.00	0	0.00	110	0.00	0	0.00
UTILITY REGULATORY AUDITOR IV	0	0.00	0	0.00	133	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	434	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	1,050	0.00	0	0.00
SENIOR COUNSEL	0	0.00	0	0.00	700	0.00	0	0.00
DEPUTY COUNSEL	0	0.00	0	0.00	708	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	0	0.00	88	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	0	0.00	350	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	5,770	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$5,770	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$5,770	0.00		0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
PUBLIC SERVICE COMMISSION								
Pay Plan FY19-Cost to Continue - 0000013								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	2,100	0.00	0	0.00
SR OFC SUPPORT ASST (STENO)	0	0.00	0	0.00	700	0.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	0	0.00	0	0.00	700	0.00	0	0.00
OFFICE SERVICES ASST	0	0.00	0	0.00	350	0.00	0	0.00
INFORMATION TECHNOLOGIST I	0	0.00	0	0.00	1,400	0.00	0	0.00
INFORMATION TECHNOLOGIST IV	0	0.00	0	0.00	1,400	0.00	0	0.00
INFORMATION TECHNOLOGY SPEC I	0	0.00	0	0.00	700	0.00	0	0.00
INFORMATION TECHNOLOGY SPEC II	0	0.00	0	0.00	350	0.00	0	0.00
INFO TECHNOLOGY MANAGER	0	0.00	0	0.00	363	0.00	0	0.00
ACCOUNTANT I	0	0.00	0	0.00	350	0.00	0	0.00
ACCOUNTANT II	0	0.00	0	0.00	700	0.00	0	0.00
ACCOUNTANT III	0	0.00	0	0.00	700	0.00	0	0.00
PERSONNEL ANAL II	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC INFORMATION COOR	0	0.00	0	0.00	350	0.00	0	0.00
PUBLIC INFORMATION ADMSTR	0	0.00	0	0.00	350	0.00	0	0.00
TRAINING TECH II	0	0.00	0	0.00	350	0.00	0	0.00
EXECUTIVE II	0	0.00	0	0.00	350	0.00	0	0.00
PERSONNEL CLERK	0	0.00	0	0.00	350	0.00	0	0.00
LEGISLATIVE COORDINATOR	0	0.00	0	0.00	350	0.00	0	0.00
ADMINISTRATIVE ANAL III	0	0.00	0	0.00	350	0.00	0	0.00
CH REGULATORY ECONOMIST	0	0.00	0	0.00	700	0.00	0	0.00
CONSUMER SERVICES SPEC I	0	0.00	0	0.00	1,050	0.00	0	0.00
CONSUMER SERVICES SPEC II	0	0.00	0	0.00	1,050	0.00	0	0.00
CONSUMER SERVICES COORDINATOR	0	0.00	0	0.00	700	0.00	0	0.00
UTILITY REGULATORY AUDITOR I	0	0.00	0	0.00	1,050	0.00	0	0.00
UTILITY REGULATORY AUDITOR II	0	0.00	0	0.00	1,750	0.00	0	0.00
UTILITY REGULATORY AUDITOR III	0	0.00	0	0.00	2,100	0.00	0	0.00
UTILITY REGULATORY AUDITOR IV	0	0.00	0	0.00	3,500	0.00	0	0.00
UTILITY REGULATORY AUDITOR V	0	0.00	0	0.00	2,450	0.00	0	0.00
REGULATORY ECONOMIST II	0	0.00	0	0.00	1,400	0.00	0	0.00
REGULATORY ECONOMIST III	0	0.00	0	0.00	1,750	0.00	0	0.00
UTILITY MANAGEMENT ANALYST II	0	0.00	0	0.00	350	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
PUBLIC SERVICE COMMISSION								
Pay Plan FY19-Cost to Continue - 0000013								
UTILITY MANAGEMENT ANALYST III	0	0.00	0	0.00	1,400	0.00	0	0.00
UTILITY POLICY ANALYST I	0	0.00	0	0.00	1,750	0.00	0	0.00
UTILITY POLICY ANALYST II	0	0.00	0	0.00	1,400	0.00	0	0.00
UTILITY ENGINEERING SPEC II	0	0.00	0	0.00	2,100	0.00	0	0.00
UTILITY ENGINEERING SPEC III	0	0.00	0	0.00	2,800	0.00	0	0.00
UTILITY REGULATORY ENGINEER I	0	0.00	0	0.00	1,400	0.00	0	0.00
UTILITY REGULATORY ENGINEER II	0	0.00	0	0.00	700	0.00	0	0.00
UTILITY REGULATORY ENG SPV	0	0.00	0	0.00	1,067	0.00	0	0.00
UTILITY OPERS TECH SPEC II	0	0.00	0	0.00	1,750	0.00	0	0.00
RATE & TARIFF EXAMINER II	0	0.00	0	0.00	700	0.00	0	0.00
RATE & TARIFF EXAMINER III	0	0.00	0	0.00	350	0.00	0	0.00
RATE & TARIFF EXAMINATION SPV	0	0.00	0	0.00	350	0.00	0	0.00
HUMAN RESOURCES MGR B1	0	0.00	0	0.00	350	0.00	0	0.00
UTILITY REGULATORY MNGR, BAND1	0	0.00	0	0.00	3,150	0.00	0	0.00
UTILITY REGULATORY MNGR, BAND3	0	0.00	0	0.00	87	0.00	0	0.00
DIVISION DIRECTOR	0	0.00	0	0.00	1,388	0.00	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	0	0.00	2,450	0.00	0	0.00
ADMINISTRATIVE ASSISTANT	0	0.00	0	0.00	1,750	0.00	0	0.00
ASSOCIATE COUNSEL	0	0.00	0	0.00	1,050	0.00	0	0.00
PROGRAM CONSULTANT	0	0.00	0	0.00	1,992	0.00	0	0.00
PARALEGAL	0	0.00	0	0.00	700	0.00	0	0.00
LEGAL COUNSEL	0	0.00	0	0.00	350	0.00	0	0.00
CHIEF COUNSEL	0	0.00	0	0.00	401	0.00	0	0.00
REGULATORY LAW JUDGE	0	0.00	0	0.00	2,450	0.00	0	0.00
COMMISSION MEMBER	0	0.00	0	0.00	2,176	0.00	0	0.00
COMMISSION CHAIRMAN	0	0.00	0	0.00	544	0.00	0	0.00
SENIOR COUNSEL	0	0.00	0	0.00	700	0.00	0	0.00
DEPUTY COUNSEL	0	0.00	0	0.00	2,846	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
PUBLIC SERVICE COMMISSION								
Pay Plan FY19-Cost to Continue - 0000013								
MANAGING COUNSEL	0	0.00	0	0.00	459	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	69,073	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$69,073	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$69,073	0.00		0.00

CORE DECISION ITEM

Department: Economic Development					Budget Unit <u>42183C</u>				
Division: Business and Community Services									
Core: Research Team - Missouri's Economic Research and Information Center (MERIC)					HB Section <u>7.015</u>				
1. CORE FINANCIAL SUMMARY									
FY 2020 Budget Request					FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	114,228	1,540,559	0	1,654,787	PS	0	0	0	0
EE	19,160	270,748	0	289,908	EE	0	0	0	0
PSD	0	32,185	0	32,185	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	133,388	1,843,492	0	1,976,880	Total	0	0	0	0
FTE	2.08	26.31	0.00	28.39	FTE			0.00	0.00
Est. Fringe	61,038	801,230	0	862,268	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
2. CORE DESCRIPTION									
<p>The Research Team, better known as the Missouri Economic Research and Information Center (MERIC), performs data gathering, applied research, innovative analysis, and reporting to policymakers and the public. This research and analysis includes labor market trends, employment and unemployment, new business startups, wage analysis, and studies of the state's targeted industries and economic development initiatives. MERIC also works in cooperation with the U.S. Department of Labor to conduct research and produce information on economic conditions, reports and labor market information.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
Research Team (MERIC)									

CORE DECISION ITEM

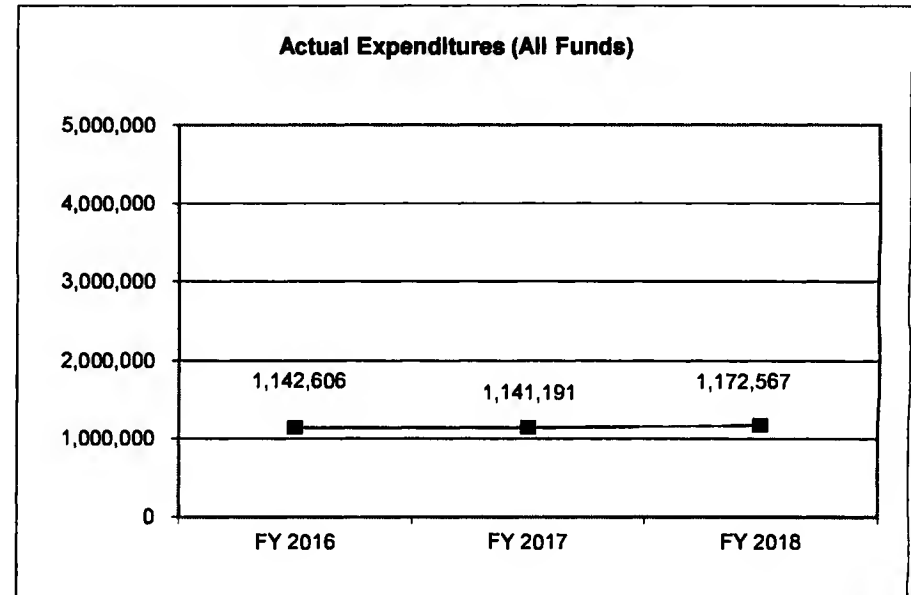
Department: Economic Development
Division: Business and Community Services
Core: Research Team - Missouri's Economic Research and Information Center (MERIC)

Budget Unit 42183C

HB Section 7.015

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	1,933,797	1,966,031	1,966,031	1,976,880
Less Reverted (All Funds)	(3,912)	(3,979)	(3,979)	(4,002)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,929,885	1,962,052	1,962,052	1,972,878
Actual Expenditures (All Funds)	1,142,606	1,141,191	1,172,567	N/A
Unexpended (All Funds)	787,279	820,861	789,485	N/A
Unexpended, by Fund:				
General Revenue	10,373	19,701	10,387	N/A
Federal	776,906	801,160	779,098	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT MO ECO RESEARCH INFO CENTER

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PS	28.39	114,228	1,540,559	0	1,654,787	
	EE	0.00	19,160	270,748	0	289,908	
	PD	0.00	0	32,185	0	32,185	
	Total	28.39	133,388	1,843,492	0	1,976,880	
DEPARTMENT CORE REQUEST							
	PS	28.39	114,228	1,540,559	0	1,654,787	
	EE	0.00	19,160	270,748	0	289,908	
	PD	0.00	0	32,185	0	32,185	
	Total	28.39	133,388	1,843,492	0	1,976,880	
GOVERNOR'S RECOMMENDED CORE							
	PS	28.39	114,228	1,540,559	0	1,654,787	
	EE	0.00	19,160	270,748	0	289,908	
	PD	0.00	0	32,185	0	32,185	
	Total	28.39	133,388	1,843,492	0	1,976,880	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO ECO RESEARCH INFO CENTER								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	100,812	1.95	114,228	2.08	114,228	2.08	0	0.00
DIV JOB DEVELOPMENT & TRAINING	944,015	20.71	1,540,559	26.31	1,540,559	26.31	0	0.00
TOTAL - PS	1,044,827	22.66	1,654,787	28.39	1,654,787	28.39	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	17,437	0.00	19,160	0.00	19,160	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	110,303	0.00	270,748	0.00	270,748	0.00	0	0.00
TOTAL - EE	127,740	0.00	289,908	0.00	289,908	0.00	0	0.00
PROGRAM-SPECIFIC								
DIV JOB DEVELOPMENT & TRAINING	0	0.00	32,185	0.00	32,185	0.00	0	0.00
TOTAL - PD	0	0.00	32,185	0.00	32,185	0.00	0	0.00
TOTAL	1,172,567	22.66	1,976,880	28.39	1,976,880	28.39	0	0.00
Pay Plan FY19-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	773	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	0	0.00	10,076	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	10,849	0.00	0	0.00
TOTAL	0	0.00	0	0.00	10,849	0.00	0	0.00
GRAND TOTAL	\$1,172,567	22.66	\$1,976,880	28.39	\$1,987,729	28.39	\$0	0.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C BUDGET UNIT NAME: Missouri Economic Research and Information Center (MERIC) HOUSE BILL SECTION: 7.015	DEPARTMENT: Economic Development DIVISION: Business and Community Services
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1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations the Missouri Economic Research and Information Center (MERIC). This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.

- General Revenue: MERIC PS (3699-0101) - \$114,228 * 10% = \$11,423 and MERIC EE (3700-0101) - \$19,160 * 10% = \$1,916
 - General Revenue: MERIC PS (3701-0155) - \$1,540,559 * 10% = \$154,056 and MERIC EE (3702-0155) - \$302,933 * 10% = \$30,293

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

3. Please explain how flexibility was used in the prior and/or current years.

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2018, MERIC flexed \$0.	In FY 2019, the MERIC, Marketing, Sales, and Finance Teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C, 41945C, 41955C, and 41965C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: MERIC, Marketing, Sales, and Finance	DIVISION: Business and Community Services

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.

- General Revenue (0101): PS \$2,430,036 * 10% = \$243,004 (50.24 FTE * 10% = 5.02); EE \$1,602,149 * 10% = \$160,215
- Job Development & Training Fund (0155): PS \$1,592,233 * 10% = \$159,223 (26.57 FTE * 10% = 2.66); EE \$302,933 * 10% = \$30,293
- Economic Development Administrative Fund (0547): PS \$53,026 * 10% = \$5,303 (1.40 FTE * 10% = 0.14)

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

3. Please explain how flexibility was used in the prior and/or current years.

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2018, there was \$0 flexed between the BCS Teams.	In FY 2019, the MERIC, Marketing, Sales, and Finance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO ECO RESEARCH INFO CENTER								
CORE								
SR OFFICE SUPPORT ASSISTANT	0	0.00	87,516	2.00	87,516	2.00	0	0.00
RESEARCH ANAL I	146,013	4.41	205,231	5.41	205,231	5.41	0	0.00
RESEARCH ANAL II	97,514	2.48	296,249	3.13	296,249	3.13	0	0.00
RESEARCH ANAL III	229,788	5.00	278,727	6.18	278,727	6.18	0	0.00
RESEARCH ANAL IV	0	0.00	49,917	1.29	49,917	1.29	0	0.00
LABOR ECONOMIST	57,648	1.00	57,989	1.00	57,989	1.00	0	0.00
EXECUTIVE II	47,868	1.00	56,681	1.00	56,681	1.00	0	0.00
PLANNER II	40,496	1.00	41,152	0.70	41,152	0.70	0	0.00
PLANNER III	145,572	3.00	157,358	3.00	157,358	3.00	0	0.00
MARKETING SPECIALIST II	153	0.00	0	0.00	0	0.00	0	0.00
MARKETING SPECIALIST III	0	0.00	5,177	0.00	5,177	0.00	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	128	0.00	0	0.00	0	0.00	0	0.00
RESEARCH MANAGER B1	107,865	1.87	133,667	2.00	133,667	2.00	0	0.00
RESEARCH MANAGER B2	139,628	1.88	179,515	2.01	179,515	2.01	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	866	0.02	74,546	0.37	74,546	0.37	0	0.00
MISCELLANEOUS PROFESSIONAL	31,288	1.00	31,062	0.30	31,062	0.30	0	0.00
TOTAL - PS	1,044,827	22.66	1,654,787	28.39	1,654,787	28.39	0	0.00
TRAVEL, IN-STATE	8,633	0.00	12,523	0.00	12,523	0.00	0	0.00
TRAVEL, OUT-OF-STATE	20,879	0.00	45,857	0.00	45,857	0.00	0	0.00
SUPPLIES	12,324	0.00	32,285	0.00	32,285	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	12,917	0.00	24,012	0.00	24,012	0.00	0	0.00
COMMUNICATION SERV & SUPP	8,426	0.00	19,427	0.00	19,427	0.00	0	0.00
PROFESSIONAL SERVICES	62,021	0.00	133,270	0.00	133,270	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	72	0.00	72	0.00	0	0.00
M&R SERVICES	1,769	0.00	7,482	0.00	7,482	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	9,860	0.00	9,860	0.00	0	0.00
OTHER EQUIPMENT	0	0.00	2,951	0.00	2,951	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	0	0.00	860	0.00	860	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	204	0.00	204	0.00	0	0.00
MISCELLANEOUS EXPENSES	771	0.00	104	0.00	104	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO ECO RESEARCH INFO CENTER								
CORE								
REBILLABLE EXPENSES	0	0.00	1	0.00	1	0.00	0	0.00
TOTAL - EE	127,740	0.00	289,908	0.00	289,908	0.00	0	0.00
PROGRAM DISTRIBUTIONS	0	0.00	32,185	0.00	32,185	0.00	0	0.00
TOTAL - PD	0	0.00	32,185	0.00	32,185	0.00	0	0.00
GRAND TOTAL	\$1,172,567	22.66	\$1,976,880	28.39	\$1,976,880	28.39	\$0	0.00
GENERAL REVENUE	\$118,249	1.95	\$133,388	2.08	\$133,388	2.08		0.00
FEDERAL FUNDS	\$1,054,318	20.71	\$1,843,492	26.31	\$1,843,492	26.31		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Research Team - (MERIC)

Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)

1a. What strategic priority does this program address?

Tell Missouri's Story

1b. What does this program do?

- The Missouri Economic Research and Information Center (MERIC) performs data gathering, applied research, and reporting useful information to businesses, policymakers, jobseekers, educators, planners and the general public in making economic and data-driven decisions.
- MERIC delivers accurate, targeted information to stakeholders to assist in developing policies and actions that can help grow the Missouri economy.
- Research includes: (1) development and analysis of labor market data such as employment, unemployment, wage, and occupational information; (2) studies of Missouri's industries, targeted sectors, new business formations, and top occupations in those businesses; and (3) production of data on jobs that employers demand, fiscal impacts for tax incentives, and economic conditions/indicators.

2a. Provide an activity measure(s) for the program.

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Actual	Actual	Actual	Projected	Projected	Projected
Direct Activities						
Customers in Training/Presentations	2,130	2,023	2,139	2,025	2,025	2,025
Customer Assistance	258	993	1,034	1,000	1,000	1,000
E-Newsletter Recipients	2,307	3,159	2,988	3,160	3,160	3,160
Indirect Activities						
Unique Web Site Users	196,413	196,105	213,601	210,000	210,000	210,000

Note 1: Break in series beginning in FY2017 when Labor Market Information technical assistance calls added.

2b. Provide a measure(s) of the program's quality.

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Actual	Actual	Actual	Projected	Projected	Projected
How helpful is the information you receive?	N/A	N/A	76%	77%	78%	79%
How satisfied are you with the assistance?	N/A	N/A	53%	54%	58%	60%
How satisfied are you with MERIC knowledge?	N/A	N/A	72%	72%	74%	75%
How would you rate your overall satisfaction?	N/A	N/A	73%	74%	75%	76%

Note 1: Customer survey with 129 responses. Customer satisfaction survey questions scored from 1-5 (1-Very Dissatisfied to 5-Very Satisfied).

Responses in 4 or 5 totaled for percent of respondents that indicate *Very to Somewhat Satisfied* or *Always to Often Helpful*.

Note 2: First survey conducted in December 2017 for benchmark. Calculate stretch goal of 2% satisfaction growth after 2018 survey (10% for assistance by FY2020). Website redesign in FY19 expected to improve survey outcomes.

Note 3: This is a new measure; therefore, data from previous years is not available.

Annual qualitative measure: The Missouri Workforce Development Board, representing businesses, policymakers, and training providers, must review the proposed work activities and performance report. The board approved FY2018 proposed activities and the FY2017 performance report. Background: the U.S. Dept. of Labor requires that research developed is reviewed and approved by the board to ensure that information is effective for stakeholder use.

PROGRAM DESCRIPTION

Department: Economic Development

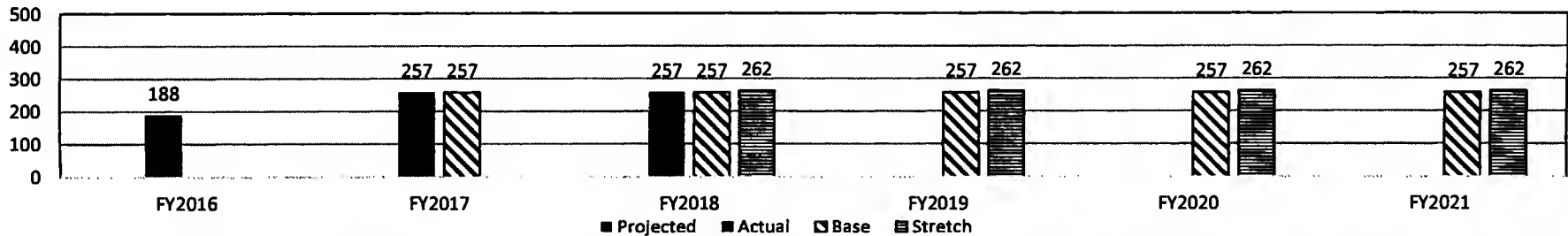
HB Section(s): 7.015

Program Name: Research Team - (MERIC)

Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)

2c. Provide a measure(s) of the program's impact.

Direct Outreach Per Staff



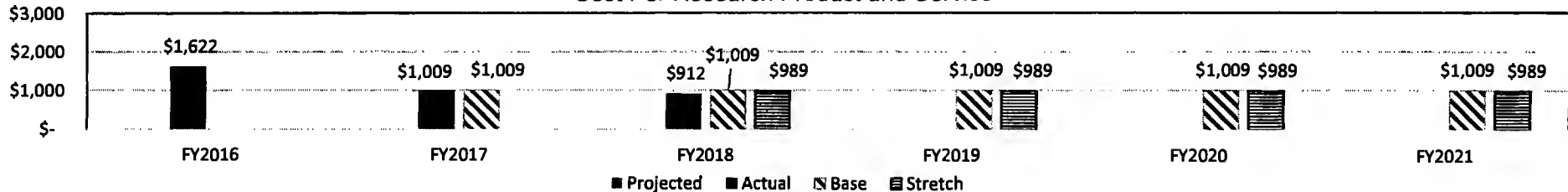
Note 1: Direct Outreach per Staff: Sum of MERIC reported customers assisted, people trained or in presentations, and delivered newsletter recipients in the year divided by staff level.

Note 2: Calculate Stretch goal of 2% over Base for each year.

Note 3: Break in series beginning in FY2017 when Labor Market Information technical assistance calls were added, setting a new baseline that more effectively captures outreach. Thus, direct outreach growth from FY2016 to FY2017 should not be interpreted as a large percent increase.

2d. Provide a measure(s) of the program's efficiency.

Cost Per Research Product and Service



Note 1: Annual Cost Per Research Product & Service: Sum of MERIC total funding (federal grants and state revenue) divided by sum of new research products and services in the year.

Note 2: Calculate stretch goal of reduced cost of 2% from FY2017 base year. FY2018 actual year figure is substantially lower due to temporary impacts.

Note 3: Break in series beginning in FY2017 when Labor Market Information technical assistance calls added.

PROGRAM DESCRIPTION

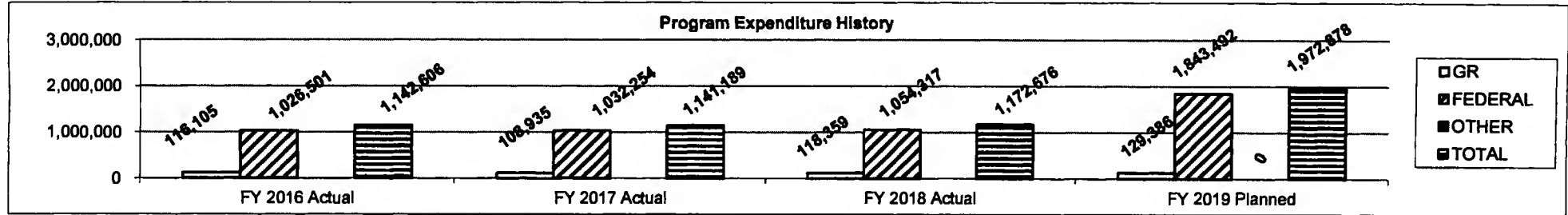
Department: Economic Development

HB Section(s): 7.015

Program Name: Research Team - (MERIC)

Program is found in the following core budget(s): Research Team - Missouri's Economic Research and Information Center (MERIC)

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo, establishes the Department of Economic Development and its divisions. MERIC's federal funding from the U.S. Department of Labor comes from the Bureau of Labor Statistics and Employment and Training Administration (BLS). The BLS is authorized to collect labor market information pursuant to the 1884 statute (29 USC 1), an Act to Establish the Bureau of Labor, as amended. Section 14 of the Wagner-Peyser Act (29 USC 49 f(a)(3)(D)) authorizes the Secretary of Labor to reimburse the States to provide data for national statistical programs. In addition, both BLS and ETA cite the Workforce Investment Act of 1998 which amended the Wagner-Peyser Act by adding a new section 15, "Employment Statistics," which authorizes the Secretary of Labor to "...oversee the development, maintenance, and continuous improvement of a nationwide system of economic statistics..." as authorization for their programs.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

Yes. The BLS uses a cooperative agreement to fund cooperative statistical programs because of the agency's ongoing involvement in the programs, pursuant to the Federal Grant and Cooperative Agreement Act of 1977 (31 USC 6301-08). The specific statistical programs and program requirements funded through this LMI Cooperative Agreement are described in ongoing work statements with the states. In a similar fashion, ETA instructions for use of its funding are detailed to states in the annual Training and Employment Guidance Letter for the Workforce Information Core Products and Services Grant.

CORE DECISION ITEM

Department: Economic Development					Budget Unit 41945C				
Division: Business and Community Services					HB Section 7.015				
Core: Marketing Team									
1. CORE FINANCIAL SUMMARY									
FY 2020 Budget Request					FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	180,290	51,674	45,850	277,814	PS	0	0	0	0
EE	888,651	0	884,675	1,773,326	EE	0	0	0	0
PSD	450,000	0	517,563	967,563	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	1,518,941	51,674	1,448,088	3,018,703	Total	0	0	0	0
FTE	4.12	0.26	1.15	5.53	FTE	0.00			0.00
Est. Fringe	106,896	19,024	28,474	154,394	Est. Fringe	0	0	0	0
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.				
Other Funds: International Promotions Revolving Fund (0567) Economic Development Administrative Revolving Fund (0547)					Other Funds: International Promotions Revolving Fund (0567) Economic Development Administrative Revolving Fund (0547)				
2. CORE DESCRIPTION									
<p>Missouri is a great place to do business and it is the responsibility of the Marketing Team to promote and market Missouri in the in-state, national, and international marketplace. The Marketing Team supports the Division of Business and Community services (BCS) as well as their parent agency the Department of Economic Development by providing email communications, print advertising, publishing, videography, website creation and management and other media production services. The team consists of professional graphic design artists, a videographer, and content writers. In addition to creating marketing collateral materials aimed at the public, they support the internal teams of BCS by designing and publishing applications, updating and distributing various reports, creating materials for events, and other digital communication specific to the Division of Business and Community Services.</p> <p>The International Promotions Revolving Fund is a means for collection of private funds provided by companies in support of the services DED provides in accompanying businesses on foreign transactions. The Program Specific Distribution funding is used to support the Export Trade Program, which supports travel, trade show costs and other direct costs of Missouri businesses to develop opportunities in order to create export sales. The Export Initiative is supported by \$500,000 of the E&E funds included here.</p> <p>The Division serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.</p>									

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Marketing Team

Budget Unit 41945C
HB Section 7.015

3. PROGRAM LISTING (list programs included in this core funding)

Marketing Team

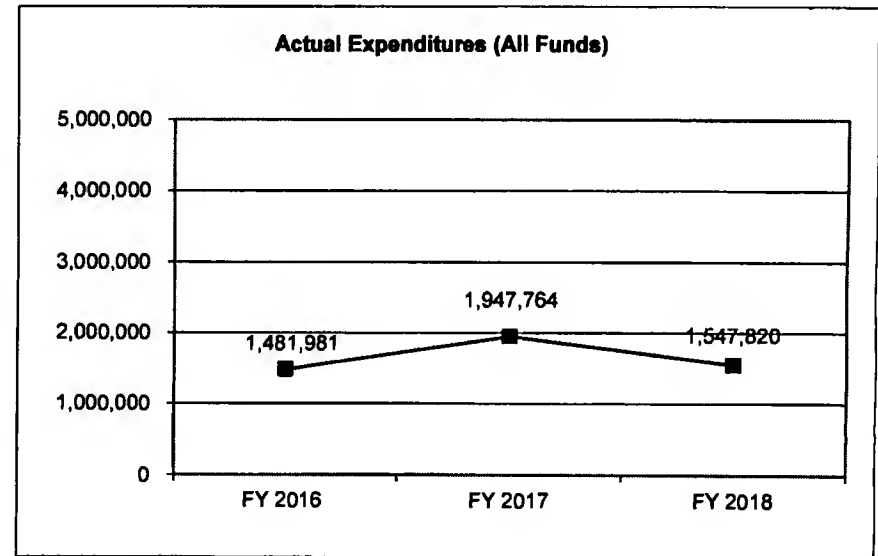
4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	3,211,050	3,016,454	3,016,454	3,018,703
Less Reverted (All Funds)	(51,417)	(45,522)	0	(45,568)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	3,159,633	2,970,932	3,016,454	2,973,135
Actual Expenditures (All Funds)	1,481,981	1,947,764	1,547,820	N/A
Unexpended (All Funds)	1,677,652	1,023,168	1,468,634	N/A
Unexpended, by Fund:				
General Revenue	368,992	10,874	-	N/A
Federal	50,371	51,379	51,379	N/A
Other	1,258,289	960,915	1,417,255	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MARKETING**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PS	5.53	180,290	51,674	45,850	277,814	
	EE	0.00	888,651	0	884,675	1,773,326	
	PD	0.00	450,000	0	517,563	967,563	
	Total	5.53	1,518,941	51,674	1,448,088	3,018,703	
DEPARTMENT CORE REQUEST							
	PS	5.53	180,290	51,674	45,850	277,814	
	EE	0.00	888,651	0	884,675	1,773,326	
	PD	0.00	450,000	0	517,563	967,563	
	Total	5.53	1,518,941	51,674	1,448,088	3,018,703	
GOVERNOR'S RECOMMENDED CORE							
	PS	5.53	180,290	51,674	45,850	277,814	
	EE	0.00	888,651	0	884,675	1,773,326	
	PD	0.00	450,000	0	517,563	967,563	
	Total	5.53	1,518,941	51,674	1,448,088	3,018,703	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MARKETING								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	180,290	4.12	180,290	4.12	0	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	51,674	0.26	51,674	0.26	0	0.00
DED ADMINISTRATIVE	0	0.00	45,850	1.15	45,850	1.15	0	0.00
ECON DEVELOP ADVANCEMENT FUND	111,990	2.66	0	0.00	0	0.00	0	0.00
TOTAL - PS	111,990	2.66	277,814	5.53	277,814	5.53	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	0	0.00	888,651	0.00	888,651	0.00	0	0.00
INTERNATIONAL PROMOTIONS REVOL	168,267	0.00	884,675	0.00	884,675	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	609,884	0.00	0	0.00	0	0.00	0	0.00
TOTAL - EE	778,151	0.00	1,773,326	0.00	1,773,326	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	0	0.00	450,000	0.00	450,000	0.00	0	0.00
INTERNATIONAL PROMOTIONS REVOL	212,097	0.00	517,563	0.00	517,563	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	445,582	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	657,679	0.00	967,563	0.00	967,563	0.00	0	0.00
TOTAL	1,547,820	2.66	3,018,703	5.53	3,018,703	5.53	0	0.00
Pay Plan FY19-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	1,551	0.00	0	0.00
DIV JOB DEVELOPMENT & TRAINING	0	0.00	0	0.00	295	0.00	0	0.00
DED ADMINISTRATIVE	0	0.00	0	0.00	403	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	2,249	0.00	0	0.00
TOTAL	0	0.00	0	0.00	2,249	0.00	0	0.00
GRAND TOTAL	\$1,547,820	2.66	\$3,018,703	5.53	\$3,020,952	5.53	\$0	0.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 41945C BUDGET UNIT NAME: Marketing Team HOUSE BILL SECTION: 7.015	DEPARTMENT: Economic Development DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for the Marketing Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <p>- General Revenue: Marketing PS (2376-0101) - \$180,290 * 10% = \$18,029 and Marketing EE (2377-0101) - \$1,338,651 * 10% = \$133,865</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	
Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2018, the Marketing Team flexed \$0.	In FY 2019, the MERIC, Marketing, Sales, and Finance Teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C, 41945C, 41955C, and 41965C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: MERIC, Marketing, Sales, and Finance	DIVISION: Business and Community Services

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.

- General Revenue (0101): PS \$2,430,036 * 10% = \$243,004 (50.24 FTE * 10% = 5.02); EE \$1,602,149 * 10% = \$160,215
- Job Development & Training Fund (0155): PS \$1,592,233 * 10% = \$159,223 (26.57 FTE * 10% = 2.66); EE \$302,933 * 10% = \$30,293
- Economic Development Administrative Fund (0547): PS \$53,026 * 10% = \$5,303 (1.40 FTE * 10% = 0.14)

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

3. Please explain how flexibility was used in the prior and/or current years.

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2018, there was \$0 flexed between the BCS Teams.	In FY 2019, the MERIC, Marketing, Sales, and Finance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MARKETING								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	5,927	0.19	4,075	0.13	4,075	0.13	0	0.00
MARKETING SPECIALIST I	33,182	1.00	26,858	0.50	26,858	0.50	0	0.00
MARKETING SPECIALIST II	0	0.00	49,360	1.09	49,360	1.09	0	0.00
MARKETING SPECIALIST III	35,551	0.82	169,386	3.70	169,386	3.70	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	30,646	0.59	13,342	0.05	13,342	0.05	0	0.00
DIVISION DIRECTOR	6,684	0.06	6,101	0.06	6,101	0.06	0	0.00
DESIGNATED PRINCIPAL ASST DIV	0	0.00	8,692	0.00	8,692	0.00	0	0.00
TOTAL - PS	111,990	2.66	277,814	5.53	277,814	5.53	0	0.00
TRAVEL, IN-STATE	1,664	0.00	89,836	0.00	89,836	0.00	0	0.00
TRAVEL, OUT-OF-STATE	61,401	0.00	82,531	0.00	82,531	0.00	0	0.00
FUEL & UTILITIES	0	0.00	3,508	0.00	3,508	0.00	0	0.00
SUPPLIES	57,656	0.00	155,150	0.00	155,150	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	60,052	0.00	204,674	0.00	204,674	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,972	0.00	186,751	0.00	186,751	0.00	0	0.00
PROFESSIONAL SERVICES	224,730	0.00	938,450	0.00	938,450	0.00	0	0.00
M&R SERVICES	15,044	0.00	15,000	0.00	15,000	0.00	0	0.00
COMPUTER EQUIPMENT	25,500	0.00	0	0.00	0	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	2,000	0.00	2,000	0.00	0	0.00
OFFICE EQUIPMENT	738	0.00	26,237	0.00	26,237	0.00	0	0.00
OTHER EQUIPMENT	43,466	0.00	16,408	0.00	16,408	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	284,447	0.00	35,124	0.00	35,124	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	25	0.00	2,180	0.00	2,180	0.00	0	0.00
MISCELLANEOUS EXPENSES	1,456	0.00	12,278	0.00	12,278	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	2,199	0.00	2,199	0.00	0	0.00
TOTAL - EE	778,151	0.00	1,773,326	0.00	1,773,326	0.00	0	0.00
PROGRAM DISTRIBUTIONS	648,665	0.00	956,601	0.00	956,601	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MARKETING								
CORE								
REFUNDS	9,014	0.00	10,962	0.00	10,962	0.00	0	0.00
TOTAL - PD	657,679	0.00	967,563	0.00	967,563	0.00	0	0.00
GRAND TOTAL	\$1,547,820	2.66	\$3,018,703	5.53	\$3,018,703	5.53	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$1,518,941	4.12	\$1,518,941	4.12		0.00
FEDERAL FUNDS	\$0	0.00	\$51,674	0.26	\$51,674	0.26		0.00
OTHER FUNDS	\$1,547,820	2.66	\$1,448,088	1.15	\$1,448,088	1.15		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.015

Program Name: Marketing Team

Program is found in the following core budget(s): Marketing Team

1a. What strategic priority does this program address?

Tell Missouri's Story and Grow Missouri's Businesses

1b. What does this program do?

- The Marketing Team supports the Division of Business and Community Services and its parent agency the Department of Economic Development by increasing awareness of the value of the agency and its programs through digital and print media, e-mail marketing, events, and public relations.
- This program also contains funding for export promotion and the Global Market Access Program (GMAP), which is a cost-share program that allows eligible Missouri companies to participate in specific events designed to create export sales. The target audience for this program is small businesses, primarily manufacturers and service providers, with 500 employees or less and with annual sales of \$25 million or less. DED will focus assistance to these small firms to new markets in order to ensure increased export sales opportunities. The performance measures for this program are consolidated under the International Trade and Investment Offices program description.
- Finally, the Marketing program contains the appropriation for the International Promotions Revolving Fund, which can accept federal grants. The Small Business Jobs Act of 2010 authorized the U.S. Small Business Administration to establish a trade and export promotion program, known as the State Trade and Expansion Promotion Grant Program (STEP), to make grants to States to carry out export programs that assist eligible small business concerns. The aim of the MO STEP=UP Program is to increase the number of small businesses that are exporting and increase the value of exports for those small businesses that are currently exporting. The target audience for this program is small businesses, with 500 employees or less. DED will focus assistance to these small firms to new markets in order to ensure increased export opportunities.

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
Content Activity	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Social Media Posts	N/A	1,454	N/A	1,490	N/A	760	780	780	780
Email Bulletins Sent	N/A	743	N/A	627	N/A	434	486	486	486
Audience Activity									
Unique Visitors	293,490	241,444	253,516	200,953	211,000	229,372	240,841	252,883	265,527
Social Media Followers	N/A	3,005	N/A	3,852	4,045	4,802	5,042	5,294	5,559
Email Subscribers	N/A	1,057,828	N/A	1,477,096	1,550,951	1,292,586	1,357,215	1,425,076	1,496,330

Note 1: Content activity decreased in FY2018 as the program shifted its focus to emphasizing quality content over quantity of content. The result was an overall increase in engagement, shown in the increase in followers here and later in the program's impact measures.

Note 2: Subscribers total includes all of DED Gov Delivery Subscribers, not just BCS Marketing.

Note 3: Projections for content activity will be level at 15 social media posts per week, and assuming the addition of a new weekly e-mail on top of current e-mail levels.

Note 4: Projections based on a 5% increase year over year.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.015

Program Name: Marketing Team

Program is found in the following core budget(s): Marketing Team

2b. Provide a measure(s) of the program's quality.

Customer Satisfaction Survey

	FY2018	FY2019	FY2020	FY2021
	Actual	Projected	Projected	Projected
Did you find the information on the website easy to find?	57%	58%	58%	58%
Did you find the information on the website easy to understand?	61%	62%	62%	62%
Did you find the information on the website useful?	65%	66%	66%	66%

Note 1: 44 customers responded to the satisfaction survey.

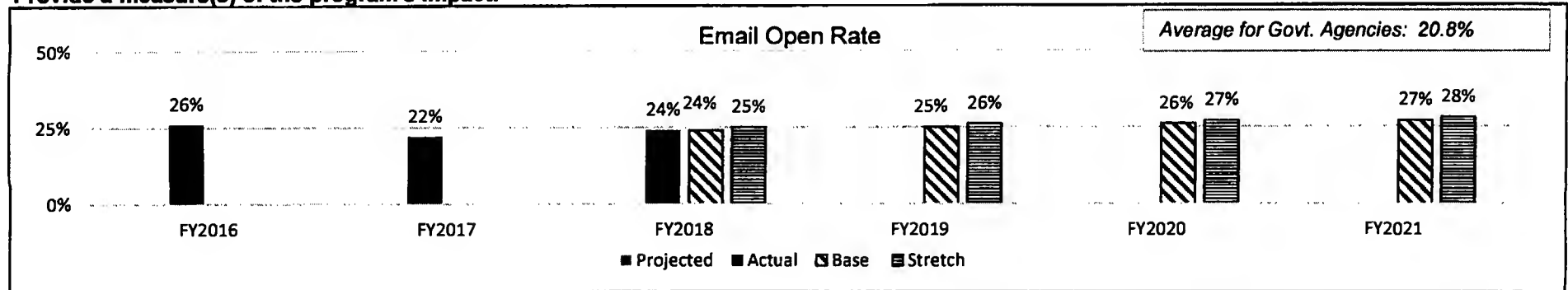
Note 2: Results of customer survey depicts percentage of respondents that agree or strongly agree.

Note 3: First year of survey, so previous year results not available.

Note 4: Staff will continue to update the website to increase customer satisfaction.

Note 5: Projected growth based on a 2% increase then leveled growth

2c. Provide a measure(s) of the program's impact.



Note 1: Open Rate = (Bulletins Opened)/(Bulletins Sent)

Note 2: Base rates assume a 1% increase in overall open rate each year, stretch rates assume a 2% increase.

Note 3: Projections are not available prior to FY2018 as this was a new measure for FY2018.

Note 4: Benchmark open rate reported by Constant Contact for Government Agencies or Services in September 2017.

PROGRAM DESCRIPTION

Department: Economic Development

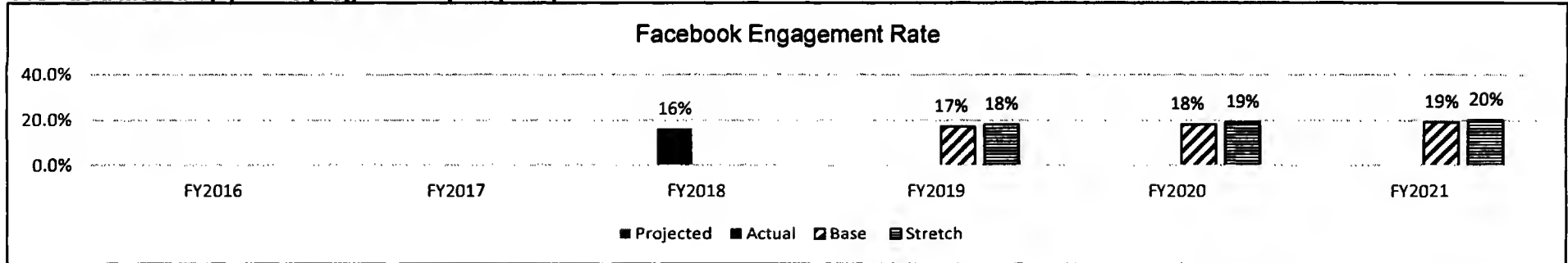
HB Section(s):

7.015

Program Name: Marketing Team

Program is found in the following core budget(s): Marketing Team

2c. Provide a measure(s) of the program's impact (cont).

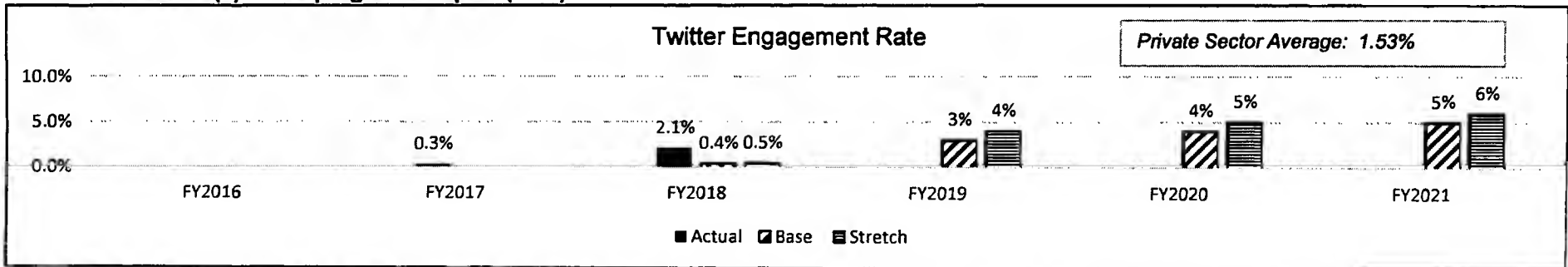


Note 1: Facebook Engagement Rate = (Engaged Users)/(Impressions)

Note 2: Base rates assume a 1% increase year over year; stretch rates assume a 2% increase.

Note 3: Data not available prior to FY2018, as Facebook changed what data is available via its insights tool.

2c. Provide a measure(s) of the program's impact (cont).



Note 1: Twitter Engagement Rate = (Engagements)/(Impressions)

Note 2: Base rates assume a 1% increase year over year; stretch rates assume an initial increase of 2% followed by an increase of 1% each subsequent year.

Note 3: Data not available prior to FY2017 as this is a new measure.

Note 4: TrackMaven reports an average engagement ratio of 1.53% for its business services benchmark category.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

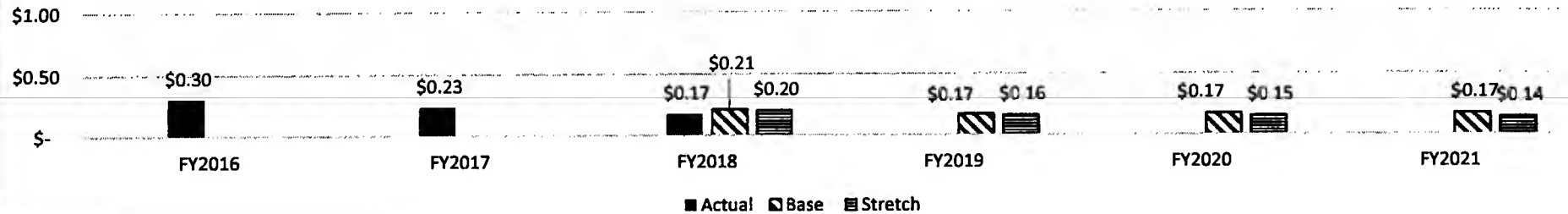
7.015

Program Name: Marketing Team

Program is found in the following core budget(s): Marketing Team

2d. Provide a measure(s) of the program's efficiency.

Cost per Engagement



Note 1: Efficiency Rate = (Cost of the Marketing Program)/(Unique Visits + Social Media Impressions + Emails Opened)

Note 2: Base rates keep efficiency level; stretch rate assumes a \$.01 decrease year over year.

Note 3: Projections are not available prior to FY2018 as this is a new measure.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

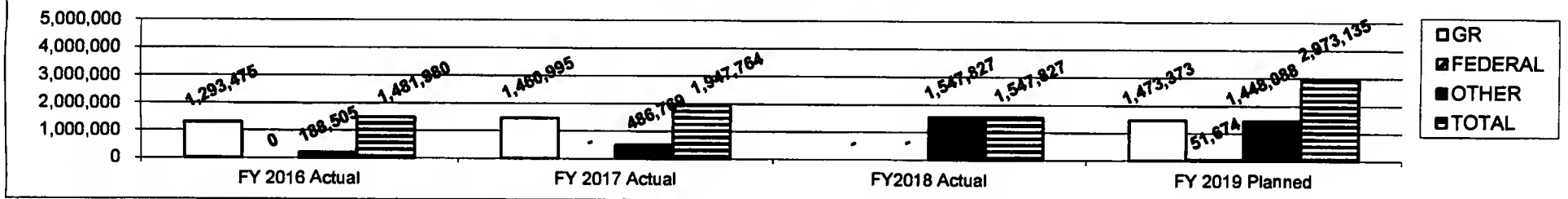
7.015

Program Name: Marketing Team

Program is found in the following core budget(s): Marketing Team

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)

Program Expenditure History



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

FY16-FY17: International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund (0547).

FY18: Economic Development Advancement Fund (0783), International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund (0547).

FY19: International Promotions Revolving Fund (0567) and Economic Development Administrative Revolving Fund (0547).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	41955C
Division:	Business and Community Services		
Core:	Sales Team	HB Section:	7.015

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	1,271,639	0	7,176	1,278,815
EE	124,020	0	0	124,020
PSD	8,000	0	0	8,000
TRF	0	0	0	0
Total	1,403,659	0	7,176	1,410,835
FTE	25.52	0.00	0.25	25.77

Est. Fringe	709,327	0	5,340	714,666
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Administrative Revolving Fund (0547)

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00		0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Administrative Revolving Fund (0547)

2. CORE DESCRIPTION

The Sales Team, within the Division of Business and Community Services (BCS), is responsible for facilitating and assisting the expansion of existing businesses in Missouri, and international development and export trade. Regional Project Managers work with business customers to facilitate real estate and site selection opportunities, workforce training and access, assist with utility needs, permitting, and aligning local, state and federal resources and incentives. Regional International Trade Managers work with businesses to provide technical support for international trade and facilitate export sales. Both professional staff work in the field to gain in-depth knowledge of the needs and opportunities of the businesses within that region.

Though the budget is reflective of both teams functions, program measures for International Trade and Investment are consolidated under the International Trade and Investment Office Core Decision Item.

BCS serves as a partner in the economic development professional community to facilitate business growth in the State as well as international development and export trade. BCS also partners with the contracted business recruiters to bring new business to the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop capacity for Missouri's communities to grow. The services provided by BCS include professional technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring the number of open projects, new jobs created, private capital invested, and efficiency of operations.

3. PROGRAM LISTING (list programs included in this core funding)

Sales Team

CORE DECISION ITEM

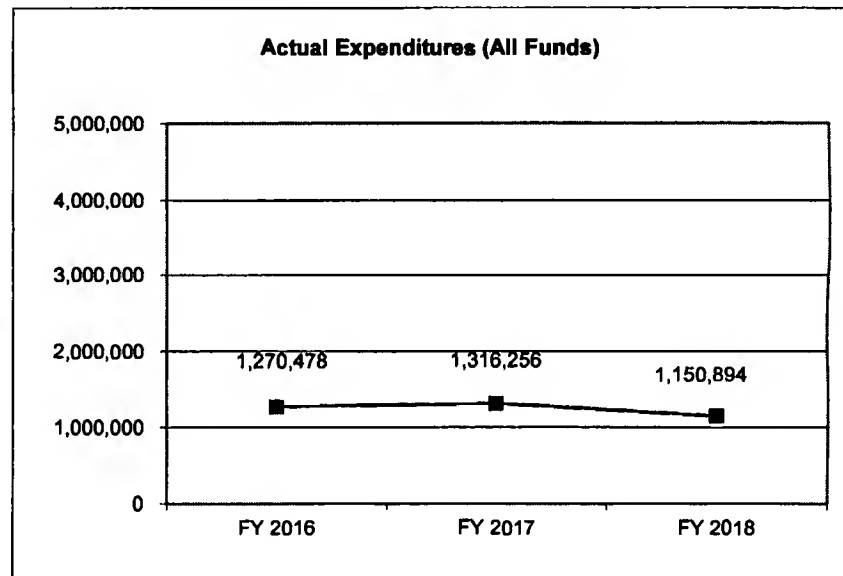
Department: **Economic Development**
 Division: **Business and Community Services**
 Core: **Sales Team**

Budget Unit **41955C**

HB Section: **7.015**

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	1,376,630	1,401,523	1,401,523	1,410,835
Less Reverted (All Funds)	(41,091)	(41,833)	0	(42,110)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,335,539	1,359,690	1,401,523	1,368,725
Actual Expenditures (All Funds)	1,270,478	1,316,256	1,150,894	N/A
Unexpended (All Funds)	65,061	43,434	250,629	N/A
Unexpended, by Fund:				
General Revenue	58,112	36,346	0	N/A
Federal	0	0	0	N/A
Other	6,949	7,088	250,629	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
SALES**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
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TAFP AFTER VETOES

PS	25.77	1,271,639	0	7,176	1,278,815	
EE	0.00	124,020	0	0	124,020	
PD	0.00	8,000	0	0	8,000	
Total	25.77	1,403,659	0	7,176	1,410,835	

DEPARTMENT CORE REQUEST

PS	25.77	1,271,639	0	7,176	1,278,815	
EE	0.00	124,020	0	0	124,020	
PD	0.00	8,000	0	0	8,000	
Total	25.77	1,403,659	0	7,176	1,410,835	

GOVERNOR'S RECOMMENDED CORE

PS	25.77	1,271,639	0	7,176	1,278,815	
EE	0.00	124,020	0	0	124,020	
PD	0.00	8,000	0	0	8,000	
Total	25.77	1,403,659	0	7,176	1,410,835	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
SALES									
CORE									
PERSONAL SERVICES									
GENERAL REVENUE	0	0.00	1,271,639	25.52	1,271,639	25.52	0	0.00	
DED ADMINISTRATIVE	0	0.00	7,176	0.25	7,176	0.25	0	0.00	
ECON DEVELOP ADVANCEMENT FUND	1,023,270	21.14	0	0.00	0	0.00	0	0.00	
TOTAL - PS	1,023,270	21.14	1,278,815	25.77	1,278,815	25.77	0	0.00	
EXPENSE & EQUIPMENT									
GENERAL REVENUE	0	0.00	124,020	0.00	124,020	0.00	0	0.00	
ECON DEVELOP ADVANCEMENT FUND	127,520	0.00	0	0.00	0	0.00	0	0.00	
TOTAL - EE	127,520	0.00	124,020	0.00	124,020	0.00	0	0.00	
PROGRAM-SPECIFIC									
GENERAL REVENUE	0	0.00	8,000	0.00	8,000	0.00	0	0.00	
ECON DEVELOP ADVANCEMENT FUND	104	0.00	0	0.00	0	0.00	0	0.00	
TOTAL - PD	104	0.00	8,000	0.00	8,000	0.00	0	0.00	
TOTAL	1,150,894	21.14	1,410,835	25.77	1,410,835	25.77	0	0.00	
Pay Plan FY19-Cost to Continue - 0000013									
PERSONAL SERVICES									
GENERAL REVENUE	0	0.00	0	0.00	9,224	0.00	0	0.00	
DED ADMINISTRATIVE	0	0.00	0	0.00	88	0.00	0	0.00	
TOTAL - PS	0	0.00	0	0.00	9,312	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	9,312	0.00	0	0.00	
GRAND TOTAL	\$1,150,894	21.14	\$1,410,835	25.77	\$1,420,147	25.77	\$0	0.00	

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 41955C BUDGET UNIT NAME: Sales Team HOUSE BILL SECTION: 7.015	DEPARTMENT: Economic Development DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for the Sales Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <p>- General Revenue: Sales PS (2391-0101) - \$1,271,639 * 10% = \$127,164 and Sales EE (2393-0101) - \$132,020 * 10% = \$13,202</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2018, the Sales Team flexed \$0.	In FY 2019, the MERIC, Marketing, Sales, Finance and Compliance teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C, 41945C, 41955C, and 41965C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: MERIC, Marketing, Sales, and Finance	DIVISION: Business and Community Services

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST
<p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <p>- General Revenue (0101): PS \$2,430,036 * 10% = \$243,004 (50.24 FTE * 10% = 5.02); EE \$1,602,149 * 10% = \$160,215 - Job Development & Training Fund (0155): PS \$1,592,233 * 10% = \$159,223 (26.57 FTE * 10% = 2.66); EE \$302,933 * 10% = \$30,293 - Economic Development Administrative Fund (0547): PS \$53,026 * 10% = \$5,303 (1.40 FTE * 10% = 0.14)</p>

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

3. Please explain how flexibility was used in the prior and/or current years.

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
<p>In FY 2018, there was \$0 flexed between the BCS Teams.</p>	<p>In FY 2019, the MERIC, Marketing, Sales, and Finance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.</p>

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SALES								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	35,559	1.13	41,474	1.00	41,474	1.00	0	0.00
SR OFFICE SUPPORT ASSISTANT	35,433	1.21	66,367	2.00	66,367	2.00	0	0.00
PLANNER III	0	0.00	56,797	1.00	56,797	1.00	0	0.00
MARKETING SPECIALIST I	94,237	2.76	176,078	3.75	176,078	3.75	0	0.00
MARKETING SPECIALIST II	148,723	3.63	12,717	2.80	12,717	2.80	0	0.00
MARKETING SPECIALIST III	280,679	5.81	571,005	9.74	571,005	9.74	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	21,414	0.66	34,271	1.00	34,271	1.00	0	0.00
ECONOMIC DEV INCENTIVE SPC III	8,352	0.17	29,707	1.00	29,707	1.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	51,405	0.86	89,374	1.13	89,374	1.13	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	138,556	1.94	78,309	0.75	78,309	0.75	0	0.00
DESIGNATED PRINCIPAL ASST DEPT	0	0.00	103	0.00	103	0.00	0	0.00
DIVISION DIRECTOR	60,151	0.56	40,286	0.25	40,286	0.25	0	0.00
DESIGNATED PRINCIPAL ASST DIV	68,518	1.09	75,151	1.10	75,151	1.10	0	0.00
OFFICE WORKER MISCELLANEOUS	11,261	0.35	0	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	68,982	0.97	0	0.00	0	0.00	0	0.00
SPECIAL ASST OFFICE & CLERICAL	0	0.00	7,176	0.25	7,176	0.25	0	0.00
TOTAL - PS	1,023,270	21.14	1,278,815	25.77	1,278,815	25.77	0	0.00
TRAVEL, IN-STATE	33,559	0.00	30,043	0.00	30,043	0.00	0	0.00
TRAVEL, OUT-OF-STATE	7,195	0.00	12,837	0.00	12,837	0.00	0	0.00
FUEL & UTILITIES	0	0.00	2,013	0.00	2,013	0.00	0	0.00
SUPPLIES	3,990	0.00	12,111	0.00	12,111	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	14,259	0.00	17,319	0.00	17,319	0.00	0	0.00
COMMUNICATION SERV & SUPP	16,906	0.00	26,563	0.00	26,563	0.00	0	0.00
PROFESSIONAL SERVICES	41,255	0.00	12,184	0.00	12,184	0.00	0	0.00
M&R SERVICES	6,236	0.00	574	0.00	574	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	600	0.00	600	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	2,426	0.00	2,426	0.00	0	0.00
OTHER EQUIPMENT	3,252	0.00	961	0.00	961	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	600	0.00	600	0.00	0	0.00
BUILDING LEASE PAYMENTS	502	0.00	192	0.00	192	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	1,069	0.00	1,069	0.00	0	0.00
MISCELLANEOUS EXPENSES	366	0.00	3,219	0.00	3,219	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SALES								
CORE								
REBILLABLE EXPENSES	0	0.00	1,309	0.00	1,309	0.00	0	0.00
TOTAL - EE	127,520	0.00	124,020	0.00	124,020	0.00	0	0.00
PROGRAM DISTRIBUTIONS	104	0.00	8,000	0.00	8,000	0.00	0	0.00
TOTAL - PD	104	0.00	8,000	0.00	8,000	0.00	0	0.00
GRAND TOTAL	\$1,150,894	21.14	\$1,410,835	25.77	\$1,410,835	25.77	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$1,403,659	25.52	\$1,403,659	25.52		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$1,150,894	21.14	\$7,176	0.25	\$7,176	0.25		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Sales Team

Program is found in the following core budget(s): Sales Team

1a. What strategic priority does this program address?

Grow Missouri's Businesses

1b. What does this program do?

- Perform proactive business outreach visits with existing Missouri companies to understand the opportunities and challenges for future growth.
- Coordinate business growth and expansion opportunities in support of retained and increased employment and capital investment.
- Provide financial and technical assistance to support expansion opportunities that create full time employment at wages above the county average wage and pay at least 50% of health insurance premiums.
- The Sales Team budget also includes the personal service and expense and equipment budget for the International Trade and Investment department staff; however, activity and measures are consolidated under the International Trade and Investment Offices Core budget.

2a. Provide an activity measure(s) for the program.

	FY 2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Actual	Actual	Actual	Projected	Projected	Projected
Business Visits	N/A	N/A	N/A	600	618	637
Projects Opened	165	180	144	163	171	180
Accepted and Enrolled	127	109	136	136	143	150

Note 1: Business visits consist of onsite visits and surveys conducted. Companies will not be visited in consecutive years. This is a new measure without data available for FY16-18. Growth in visits for FY20-21 is projected at 3%. Goals were established based on benchmark states of Iowa and Illinois completing 803 and 583 visits respectively in 2017.

Note 2: Projects opened during the fiscal year. FY19 projects opened is an average of the prior three years actuals. Projected growth for FY20-21 will increase at a rate of 5%, which is anticipated through an increased focus on regional outreach teams.

Note 3: Accepted and enrolled includes businesses that have accepted a proposal or enrolled in an incentive program. These may include projects that were opened in a prior fiscal year. FY19 projected is based on the prior year actual, which exceeded the average of prior three years. FY20-21 growth rates planned at 5%, which is anticipated through an increased focus on regional outreach teams.

2b. Provide a measure(s) of the program's quality.

Sales Team will send a five question survey after the second quarter of FY19 to existing businesses and partner organizations related to service delivery satisfaction.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Sales Team

Program is found in the following core budget(s): Sales Team

2c. Provide a measure(s) of the program's impact.

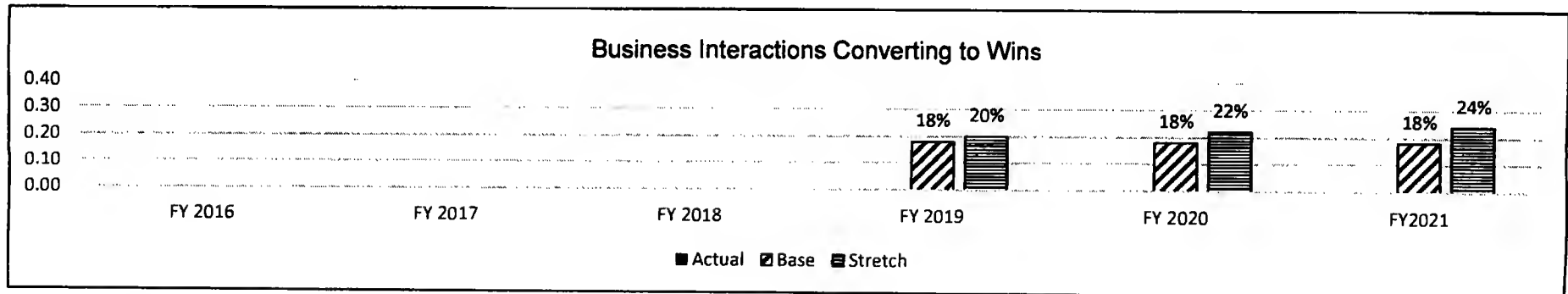
	FY2016	FY2017	FY2018	FY2019		FY2020		FY2021	
	Actual	Actual	Actual	Base	Stretch	Base	Stretch	Base	Stretch
Committed Jobs Created/Retained	8,590	6,015	10,717	8,440	8,862	8,440	9,305	8,440	9,770
Committed Average Wages	\$59,041	\$57,977	\$61,939	\$59,652	\$62,635	\$59,652	\$65,766	\$59,652	\$69,055
Committed Private Capital Investment	\$1.71B	\$65M	\$1.25B	\$1.20B	\$1.26B	\$1.20B	\$1.32B	\$1.20B	\$1.38B

Note 1: Jobs created and retained represents all employment included in growth opportunities being facilitated by the Sales Team.

Note 2: Average wages represents wage thresholds committed to at the time of proposal acceptance or program enrollment.

Note 3: Private capital investment represents planned expenditures at the time of proposal acceptance or program enrollment.

Note 4: FY19 base is an average of FY16-18 actuals and remains consistent. Stretch goals account for 5% growth and is benchmarked based on the goal to be the Best in the Midwest.



Note 1: Business interactions includes business visits and projects opened.

Note 2: The chart captures the rate of business customer interactions to wins, as measured by accepted proposals and program enrollments.

Note 3: This is a new measure; therefore no data available for previous fiscal years.

Note 4: Base targets for FY19-21 are established equal to FY19 projections. Stretch targets assume 10% growth each year beginning with the base.

PROGRAM DESCRIPTION

Department: Economic Development

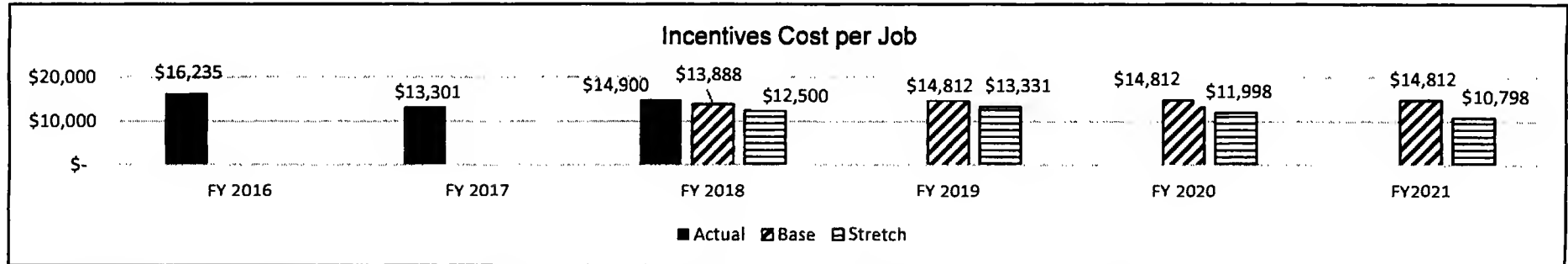
HB Section(s):

7.015

Program Name: Sales Team

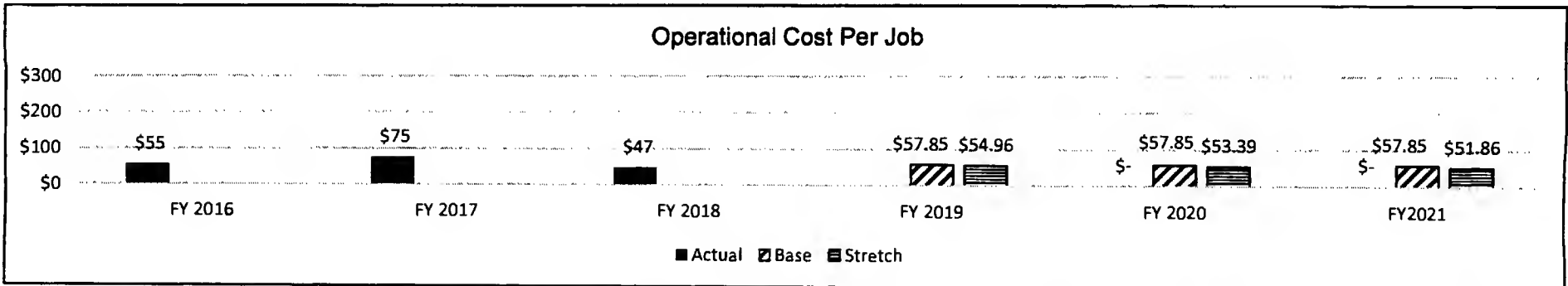
Program is found in the following core budget(s): Sales Team

2d. Provide a measure(s) of the program's efficiency.



Note 1: Measure is calculated by dividing proposed economic incentives by the committed number of jobs created.

Note 2: Base targets for FY19-21 are based on the averages of FY16-18 actuals. Stretch targets assume a 10% decrease in the state's incentive per job.



Note 1: Measure is calculated by dividing Sales Team direct outreach budget by the number of jobs included in committed accepted proposals and program enrollments in support of growth opportunities. Projected committed jobs for FY19 is the average of previous three years increasing at 3% annually.

Note 2: Sales Team direct outreach budget estimates an annual increase of 2%. Base targets for FY19-21 are based on average of FY16-18 and maintained for FY19-21. Stretch targets include 5%

PROGRAM DESCRIPTION

Department: Economic Development

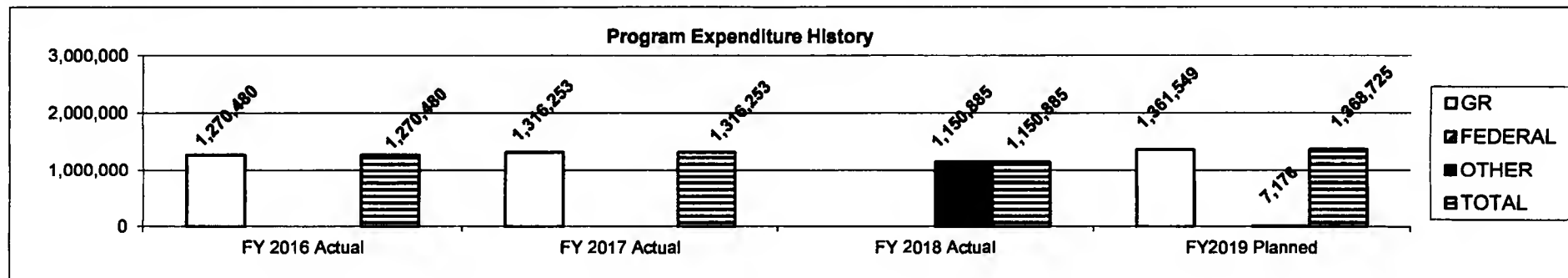
HB Section(s):

7.015

Program Name: Sales Team

Program is found in the following core budget(s): Sales Team

- 3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)**



FY16-17: Economic Development Administrative Revolving Fund (0547).

FY18: Economic Development Advancement Fund (0783) and Economic Development Administrative Revolving Fund (0547).

FY19: Economic Development Administrative Revolving Fund (0547)

- 4. What are the sources of the "Other " funds?**

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

- 5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)**

No

- 6. Are there federal matching requirements? If yes, please explain.**

No

- 7. Is this a federally mandated program? If yes, please explain.**

No

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Finance Team

Budget Unit 41965C
HB Section 7.015

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	863,879	0	44,702	908,581
EE	107,318	0	3,890	111,208
PSD	5,000	0	0	5,000
TRF	0	0	0	0
Total	976,197	0	48,592	1,024,789
FTE	18.52	0.00	1.00	19.52

Est. Fringe	496,798	0	26,233	523,031
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: State Supplemental Downtown Development (0766)

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: State Supplemental Downtown Development (0766)

2. CORE DESCRIPTION

The Finance Team, within the Division of Business and Community Services (BCS), is responsible for evaluating community projects for state financial assistance and packaging incentive proposals attractive to companies interested in locating or expanding in Missouri. The Finance Team is responsible for the management of over 30 financial tools offered by the Department and processing large volumes of financial program applications including tax credits, loans and grants.

BCS serves as a partner in the economic development professional community to facilitate the expansion of existing business in the State; to facilitate the location of new business to the State; and to facilitate the startup of new business in the State. The Division also serves as a partner with local governments, non-profits, community organizations, and private citizens to help develop and grow Missouri's communities. The services provided by BCS include professional, technical assistance and project management; training; research; financial assistance; and compliance. A few of the ways BCS measures its success include measuring new jobs created, private investment, leverage, and efficiency of operations.

3. PROGRAM LISTING (list programs included in this core funding)

Finance Team

CORE DECISION ITEM

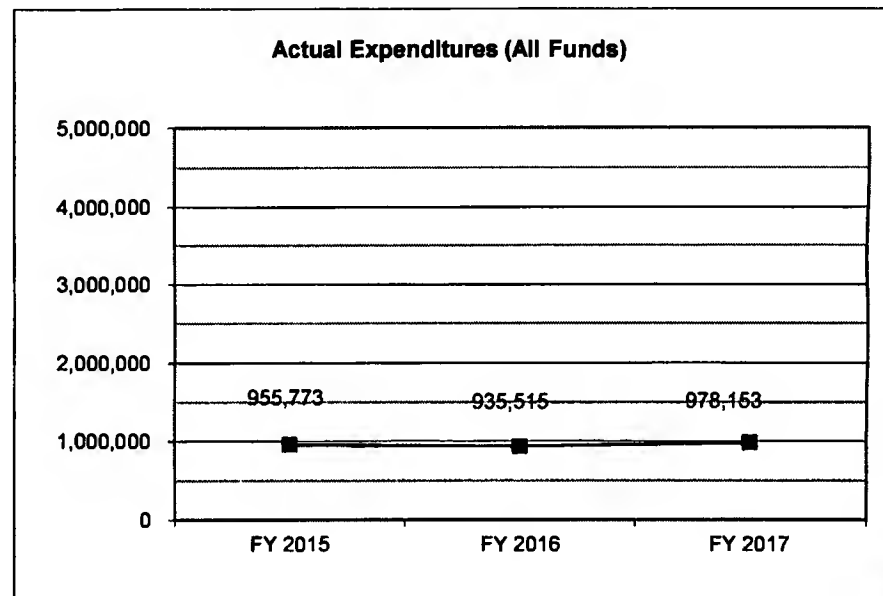
Department: Economic Development
Division: Business and Community Services
Core: Finance Team

Budget Unit 41965C

HB Section 7.015

4. FINANCIAL HISTORY

	FY 2015 Actual	FY 2016 Actual	FY 2017 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	1,000,264	1,017,944	1,017,944	1,024,789
Less Reverted (All Funds)	(28,587)	(29,092)	(18,946)	(29,286)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	971,677	988,852	998,998	995,503
Actual Expenditures (All Funds)	955,773	935,515	978,153	N/A
Unexpended (All Funds)	15,904	53,337	20,845	N/A
Unexpended, by Fund:				
General Revenue	10,960	47,306	3,222	N/A
Federal	0	0	0	N/A
Other	4,944	6,031	17,623	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

DEPARTMENT OF ECONOMIC DEVELOPMENT FINANCE

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PS	19.52	863,879	0	44,702	908,581	
	EE	0.00	107,318	0	3,890	111,208	
	PD	0.00	5,000	0	0	5,000	
	Total	19.52	976,197	0	48,592	1,024,789	
DEPARTMENT CORE REQUEST							
	PS	19.52	863,879	0	44,702	908,581	
	EE	0.00	107,318	0	3,890	111,208	
	PD	0.00	5,000	0	0	5,000	
	Total	19.52	976,197	0	48,592	1,024,789	
GOVERNOR'S RECOMMENDED CORE							
	PS	19.52	863,879	0	44,702	908,581	
	EE	0.00	107,318	0	3,890	111,208	
	PD	0.00	5,000	0	0	5,000	
	Total	19.52	976,197	0	48,592	1,024,789	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
FINANCE									
CORE									
PERSONAL SERVICES									
GENERAL REVENUE	609,359	13.26	863,879	18.52	863,879	18.52	0	0.00	
STATE SUPP DOWNTOWN DEVELOPMNT	44,352	1.00	44,702	1.00	44,702	1.00	0	0.00	
ECON DEVELOP ADVANCEMENT FUND	221,371	5.04	0	0.00	0	0.00	0	0.00	
TOTAL - PS	875,082	19.30	908,581	19.52	908,581	19.52	0	0.00	
EXPENSE & EQUIPMENT									
GENERAL REVENUE	0	0.00	107,318	0.00	107,318	0.00	0	0.00	
STATE SUPP DOWNTOWN DEVELOPMNT	255	0.00	3,890	0.00	3,890	0.00	0	0.00	
ECON DEVELOP ADVANCEMENT FUND	92,663	0.00	0	0.00	0	0.00	0	0.00	
TOTAL - EE	92,918	0.00	111,208	0.00	111,208	0.00	0	0.00	
PROGRAM-SPECIFIC									
GENERAL REVENUE	0	0.00	5,000	0.00	5,000	0.00	0	0.00	
ECON DEVELOP ADVANCEMENT FUND	10,153	0.00	0	0.00	0	0.00	0	0.00	
TOTAL - PD	10,153	0.00	5,000	0.00	5,000	0.00	0	0.00	
TOTAL	978,153	19.30	1,024,789	19.52	1,024,789	19.52	0	0.00	
Pay Plan FY19-Cost to Continue - 0000013									
PERSONAL SERVICES									
GENERAL REVENUE	0	0.00	0	0.00	6,495	0.00	0	0.00	
STATE SUPP DOWNTOWN DEVELOPMNT	0	0.00	0	0.00	350	0.00	0	0.00	
TOTAL - PS	0	0.00	0	0.00	6,845	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	6,845	0.00	0	0.00	
Delta Regional Authority Dues - 1419005									
PROGRAM-SPECIFIC									
GENERAL REVENUE	0	0.00	0	0.00	155,164	0.00	0	0.00	
TOTAL - PD	0	0.00	0	0.00	155,164	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	155,164	0.00	0	0.00	
GRAND TOTAL	\$978,153	19.30	\$1,024,789	19.52	\$1,186,798	19.52	\$0	0.00	

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 41965C BUDGET UNIT NAME: Finance Team HOUSE BILL SECTION: 7.015	DEPARTMENT: Economic Development DIVISION: Business and Community Services
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1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations in the Finance Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.

- State Supplemental Downtown Dev Fund: Finance PS (8389-0766) - \$44,702 * 10% = \$4,470 and Finance EE (8390-0766) - \$3,890 * 10% = \$389
- General Revenue: Finance PS (2407-0101) - \$863,879 * 10% = \$86,388 and Finance EE (2410-0101) - \$112,318 * 10% = \$11,232

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

3. Please explain how flexibility was used in the prior and/or current years.

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2018, the Finance Team flexed \$0.	In FY 2019, the MERIC, Marketing, Sales, and Finance Teams were appropriated 10% flexibility between PS and E&E appropriations. This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.

FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42183C, 41945C, 41955C, and 41965C	DEPARTMENT: Economic Development
BUDGET UNIT NAME: MERIC, Marketing, Sales, and Finance	DIVISION: Business and Community Services

1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST
<p>The Department is requesting 10% flexibility for General Revenue between the teams in the Business and Community Services Division (Section 7.015 of HB 7). These teams are MERIC, Marketing, Sales, and Finance.</p> <p>- General Revenue (0101): PS \$2,430,036 * 10% = \$243,004 (50.24 FTE * 10% = 5.02); EE \$1,602,149 * 10% = \$160,215 - Job Development & Training Fund (0155): PS \$1,592,233 * 10% = \$159,223 (26.57 FTE * 10% = 2.66); EE \$302,933 * 10% = \$30,293 - Economic Development Administrative Fund (0547): PS \$53,026 * 10% = \$5,303 (1.40 FTE * 10% = 0.14)</p>

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

3. Please explain how flexibility was used in the prior and/or current years.

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
<p>In FY 2018, there was \$0 flexed between the BCS Teams.</p>	<p>In FY 2019, the MERIC, Marketing, Sales, and Finance Teams were appropriated 10% flexibility between them for GR and 100% between Federal (Section 7.015). This flexibility will allow the department to respond to changing situations to continue to provide the best possible quality service to our customers.</p>

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FINANCE								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	13,829	0.44	4,163	0.25	4,163	0.25	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	110,214	3.35	164,593	4.85	164,593	4.85	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	123,275	3.11	95,465	2.61	95,465	2.61	0	0.00
ECONOMIC DEV INCENTIVE SPC III	482,031	10.42	567,454	10.59	567,454	10.59	0	0.00
RESEARCH MANAGER B1	7,191	0.13	0	0.00	0	0.00	0	0.00
RESEARCH MANAGER B2	9,309	0.13	0	0.00	0	0.00	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	115,866	1.60	70,368	1.15	70,368	1.15	0	0.00
DIVISION DIRECTOR	13,367	0.12	6,053	0.06	6,053	0.06	0	0.00
MISCELLANEOUS PROFESSIONAL	0	0.00	485	0.01	485	0.01	0	0.00
TOTAL - PS	875,082	19.30	908,581	19.52	908,581	19.52	0	0.00
TRAVEL, IN-STATE	3,715	0.00	6,418	0.00	6,418	0.00	0	0.00
TRAVEL, OUT-OF-STATE	0	0.00	14,855	0.00	14,855	0.00	0	0.00
FUEL & UTILITIES	0	0.00	8,018	0.00	8,018	0.00	0	0.00
SUPPLIES	5,178	0.00	10,331	0.00	10,331	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	19,585	0.00	10,757	0.00	10,757	0.00	0	0.00
COMMUNICATION SERV & SUPP	5,771	0.00	17,224	0.00	17,224	0.00	0	0.00
PROFESSIONAL SERVICES	48,330	0.00	27,158	0.00	27,158	0.00	0	0.00
M&R SERVICES	6,222	0.00	901	0.00	901	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	3,000	0.00	3,000	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	2,519	0.00	2,519	0.00	0	0.00
OTHER EQUIPMENT	4,070	0.00	1,018	0.00	1,018	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	18	0.00	751	0.00	751	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	2,080	0.00	2,080	0.00	0	0.00
MISCELLANEOUS EXPENSES	29	0.00	3,178	0.00	3,178	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	2,000	0.00	2,000	0.00	0	0.00
TOTAL - EE	92,918	0.00	111,208	0.00	111,208	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FINANCE								
CORE								
PROGRAM DISTRIBUTIONS	10,153	0.00	5,000	0.00	5,000	0.00	0	0.00
TOTAL - PD	10,153	0.00	5,000	0.00	5,000	0.00	0	0.00
GRAND TOTAL	\$978,153	19.30	\$1,024,789	19.52	\$1,024,789	19.52	\$0	0.00
GENERAL REVENUE	\$609,359	13.26	\$976,197	18.52	\$976,197	18.52		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$368,794	6.04	\$48,592	1.00	\$48,592	1.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Finance Team

Program is found in the following core budget(s): Finance Team

1a. What strategic priority does this program address?

Grow Missouri's Businesses and Empower Missouri's Communities

1b. What does this program do?

- The Division of Business and Community Services Finance Team administers programs designed to encourage redevelopment, community development and business development to grow Missouri businesses and empower Missouri's communities.
- Redevelopment programs empower communities by incenting private investment using tax credits to build stronger and more resilient communities through the cleanup and revitalization of a community's facilities/infrastructure and preserving the State's historic buildings/homes.
- Community Development programs empower communities by incenting not-for-profits to create public/private partnerships where organizations leverage private dollars using state tax credits to benefit Missouri citizens. These programs provide: workforce training, youth development services, physical revitalization, crime prevention, and academic supports to primarily endangered communities and populations.
- Business Development programs grow businesses by incenting companies to locate or expand in the State of Missouri and create new jobs and increase average wages, as well as retain jobs and businesses in the State that would otherwise relocate, using tax credits and retention of withholdings.

2a. Provide an activity measure(s) for the program.

Community Development and Redevelopment Projects

	FY2016		FY2017		FY 2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Projects Authorized	N/A	411	N/A	318	N/A	481	408	409	410
Amount of Incentives Authorized	N/A	\$120M	N/A	\$231M	N/A	\$194M	\$194M	\$173.5M	\$173.5M
Number of Tax Credit Certificates Issued*	N/A	4,970	N/A	5,258	N/A	4,628	5,060	5,066	4,959
Amount of Incentives Issued	N/A	\$103M	N/A	\$117M	N/A	\$84M	\$151M	\$142M	\$142M

Business Development Projects

	FY2016		FY2017		FY 2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Projects Authorized	N/A	168	N/A	169	N/A	158	149	151	151
Amount of Incentives Authorized	N/A	\$120.5M	N/A	\$164M	N/A	\$195M	\$182M	\$194M	\$195.5M
Number of Tax Credit Certificates Issued*	N/A	290	N/A	222	N/A	167	192	167	153
Amount of Incentives Issued	N/A	\$119M	N/A	\$147M	N/A	\$134M	\$162M	\$200M	\$204M

Note 1: The numbers for the community and redevelopment (empowering communities) are representative of 18 programs, the largest of which are Brownfield Redevelopment, Historic Preservation, Neighborhood Assistance, and Youth Opportunities.

Note 2: The numbers for Business Development (growing businesses) are representative of 5 programs, the largest of which is Missouri Works.

Note 3: This is a new measure; therefore, Projected data for FY16-FY18 is not available.

Note 4: Used the average for the past 3 years for projections where caps are met and projected based on known information and history for other programs. There is a cap on most programs and numbers will fluctuate based on the type of projects that apply.

*This number includes every certificate issued, which could mean the same company or organization is issued multiple certificates in a given year.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Finance Team

Program is found in the following core budget(s): Finance Team

2b. Provide a measure(s) of the program's quality.

	FY2018	FY2019	FY2020	FY2021
	Actual	Projected	Projected	Projected
Customers Satisfied with Knowledge of Finance Team Staff	87.2%	90%	91%	92%
Customers Satisfied with Assistance Received from Finance Team Staff	90.1%	92%	92%	92%
Customers Satisfied with Ease of Application Process & Forms	70.3%	73%	78%	80%

Note 1: 149 customers responded to the satisfaction survey.

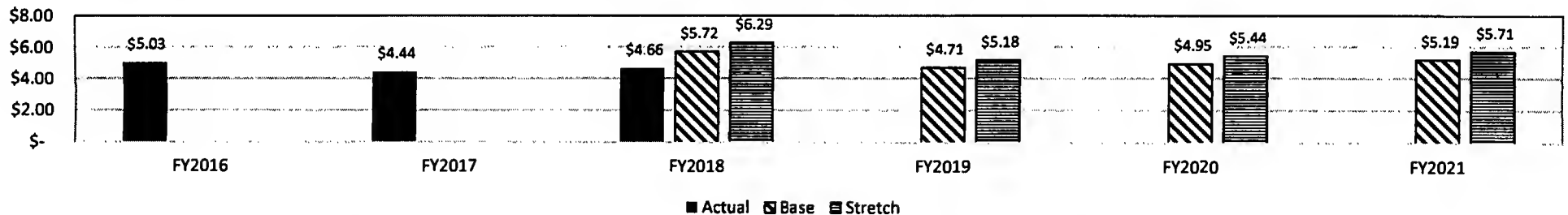
Note 2: Results of customer survey depicts percentage of respondents that were somewhat or very satisfied with service of the Finance Team.

Note 3: First year of survey, so no previous year results available.

Note 4: Staff will continue to strive to provide good customer service. Staff will also continue to look for ways to streamline and review the application process while still complying with state regulations.

2c. Provide a measure(s) of the program's impact.

Private Investment Per Incentive Issued



Note 1: Amount of Actual Private Investment compared to \$1 of benefits issued by the Finance Team for all Redevelopment, Community Development and Business Development projects.

Note 2: The Base target is calculated on a 3-year prior average and the Stretch is a 10% increase, then increased the stretch goals an additional 5% for FY20 and 21.

Note 3: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

Note 4: Some of the programs that require investment are sunsetting and may negatively impact the numbers going forward. In the programs that require reporting of investment, companies always reported investment. In programs that do not require investment, we do not always get the investment numbers.

PROGRAM DESCRIPTION

Department: Economic Development

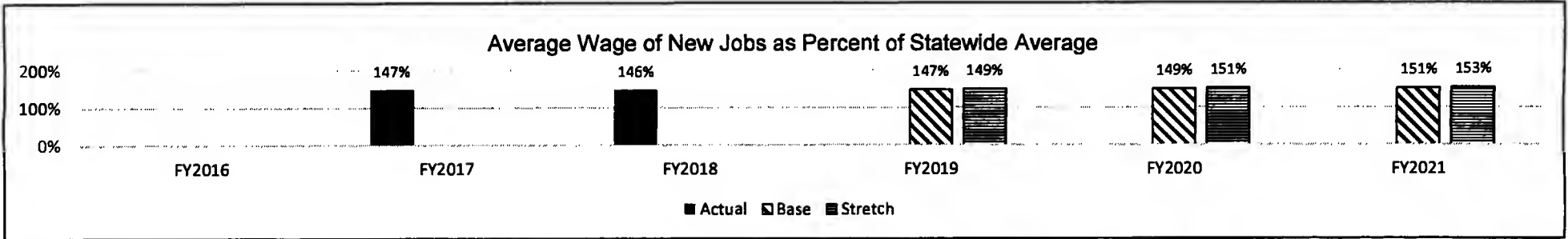
HB Section(s):

7.015

Program Name: Finance Team

Program is found in the following core budget(s): Finance Team

2c. Provide a measure(s) of the program's Impact (continued).



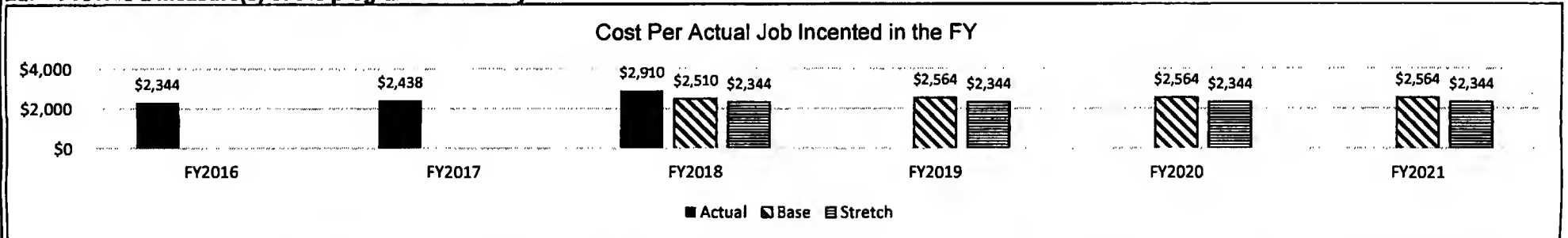
Note 1: Average wages paid to actual new jobs for which we have average wage data as a percent of the statewide average wage.

Note 2: The Base target is calculated as the highest of the 2 years of data, then increasing by 2% each year, and the Stretch target is calculated as the highest year plus 2% each year.

Note 3: This is a new measure; therefore, data for FY16 and FY17 Projected is not available. In addition, FY16 Actual data is not available.

Note 4: Statewide Average Wage for FY2017=\$46,000, FY2018=\$46,564

2d. Provide a measure(s) of the program's efficiency.



Note 1: Includes both new and retention business projects and is calculated by taking the dollar amount of incentives issued over the number of actual jobs created or retained.

Note 2: The Base target is calculated on the 3 year average, and the Stretch target is calculated as the least amount paid per job in the previous 3 years. Used same base and stretch targets, because the goal would be to continue to maintain the similar costs/job.

Note 3: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

PROGRAM DESCRIPTION

Department: Economic Development

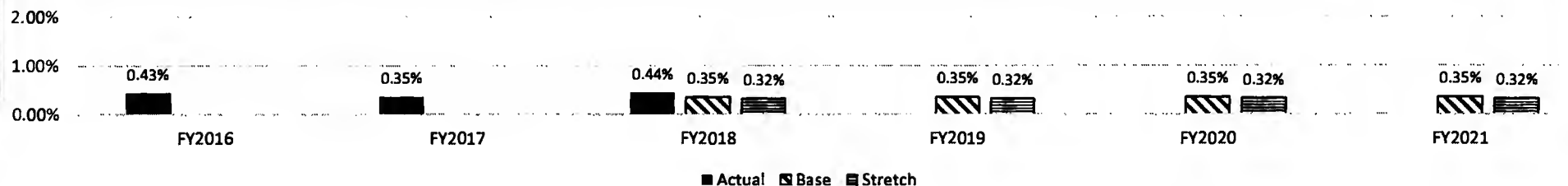
HB Section(s): 7.015

Program Name: Finance Team

Program is found in the following core budget(s): Finance Team

2d. Provide a measure(s) of the program's efficiency (continued).

Administrative Expenditures as a Percentage of Total Program Incentives Issued



Note1: Administrative costs of the Finance Team as compared to Total Incentives Issued in Finance Programs. This number does not include any costs for services provided by MERIC or Division of Administration that contribute resources to the team.

Note 2: This is a new measure; therefore, data for FY16 and FY17 Projected is not available.

Note 3: .353% is a very low cost to issued ratio, therefore, it was assumed that the base would remain the same. The Stretch goal was decreased by 10% since that is similar to the decrease between the previous years.

PROGRAM DESCRIPTION

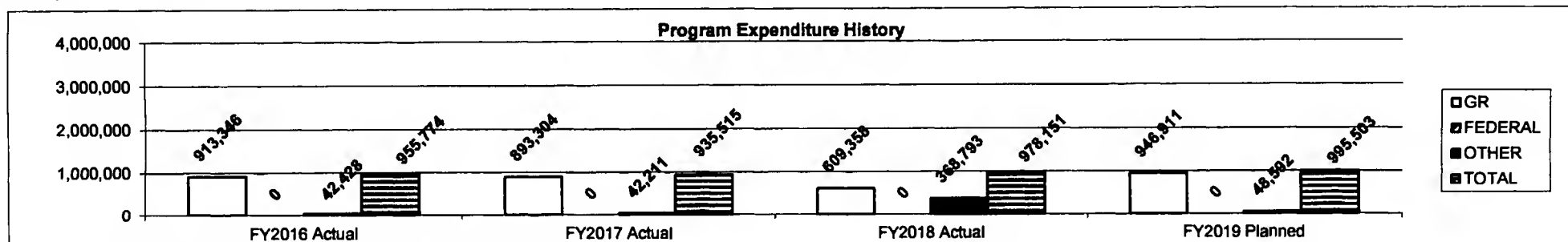
Department: Economic Development

HB Section(s): 7.015

Program Name: Finance Team

Program is found in the following core budget(s): Finance Team

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

FY16-FY17: State Supplemental Downtown Development Fund (0766).

FY18: Economic Development Advancement Fund (0783) and State Supplemental Downtown Development Fund (0766).

FY19: State Supplemental Downtown Development Fund (0766).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo. establishes the Department of Economic Development and its divisions.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit <u>41965C</u>
Division: Business & Community Services	
DI Name: Delta Regional Authority Dues DI#1419005	HB Section <u>7.015</u>

1. AMOUNT OF REQUEST

	FY 2020 Budget Request				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	0	0	0	0	
PSD	155,164	0	0	155,164	
TRF	0	0	0	0	
Total	155,164	0	0	155,164	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2020 Governor's Recommendation				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input checked="" type="checkbox"/> Other: <u>Transfer funding from Department of Agriculture to Economic Development</u>	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This New Decision Item is being requested to transfer the Delta Regional Authority (DRA) Organizational Dues from the Department of Agriculture's House Bill 2006, Section 6.030 and move it to the Department of Economic Development's (DED) House Bill 2007, Section 7.015. DED is requesting to transfer the appropriation to DED's budget because the DRA program is a federal economic development program and as a member of the DRA, the state of Missouri has access to over \$1.2 million in federal grants. DED currently evaluates DRA grant applications and makes recommendations to the Governor; therefore, is appropriate to transfer the payment of dues under DED as well. Currently, the dues are paid from the Agriculture Protection Fund (0970) which is a fee fund specific to the Department of Agriculture. DED is requesting General Revenue if this item is moved to House Bill 2007.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 41965C
Division: Business & Community Services	
DI Name: Delta Regional Authority Dues	DI# 1419005
	HB Section 7.015

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The DRA works to improve regional economic opportunities by helping to create jobs, build communities, and improve the lives of the 10 million people who reside in the 252 counties and parishes of the eight-state Delta region. The DRA fosters local and regional partnerships that address economic and social challenges to ultimately strengthen the distressed Delta economy and the quality of life for Delta residents.

Established in 2000 by Congress, the Delta Regional Authority makes strategic investments of federal appropriations into the physical and human infrastructure of Delta communities. Through the States' Economic Development Assistance (EDA) Program, these investments help to improve transportation and basic public infrastructure and to strengthen our workforce development system and local business environments. The DRA supports job creation and economic development through innovative approaches to growing local and regional leadership, increasing access to quality healthcare, and boosting opportunities for entrepreneurs to obtain affordable capital.

In FY2017, Missouri approved 6 DRA projects, made a total investment of \$2.75 million, created/retained 323 jobs and trained 176 people. The EDA distressed counties in the Authority area are: Bollinger, Butler, Carter, Crawford, Dent, Douglas, Dunklin, Howell, Iron, Madison, Mississippi, New Madrid, Oregon, Ozark, Pemiscot, Perry, Phelps, Reynolds, Ripley, Ste. Genevieve, St. Francois, Scott, Shannon, Stoddard, Texas, Washington, Wayne, and Wright.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req	Dept Req
	DOLLARS	GR	FTE	DOLLARS	FTE	OTHER DOLLARS	FTE	TOTAL DOLLARS	TOTAL FTE
Total PS	0	0.0	0	0.0	0	0.0	0	0	0.0
Total EE	0			0		0		0	0
Program Distributions	155,164							155,164	
Total PSD	155,164			0		0		155,164	0
Transfers									
Total TRF	0			0		0		0	0
Grand Total	155,164	0.0	0	0.0	0	0.0	0	155,164	0.0

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development				Budget Unit <u>41965C</u>						
Division: Business & Community Services										
DI Name: Delta Regional Authority Dues				DI#1419005	HB Section <u>7.015</u>					
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions							0			
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Transfers							0			
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 41965C
Division: Business & Community Services	
DI Name: Delta Regional Authority Dues Di#1419005	HB Section 7.015

6. PERFORMANCE MEASURES (if new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

- Number of communities assisted through DRA funding.
- Amount of grant funds awarded in Missouri.
- Amount of eligible regional planning commissions who have DRA assisted projects per year.
- Number of projects approved for funding assistance.

6b. Provide a measure(s) of the program's quality.

- DED will establish a satisfaction survey to measure the customer experience based on customer expectations.
- Percent of projects funded that align with state of Missouri priorities.

6c. Provide a measure(s) of the program's impact.

- Amount of leveraged funds the awarded projects are able to attract.
- Number of job commitments projected per funded project.
- Number of beneficiaries directly impacted.
- Number of families affected.

6d. Provide a measure(s) of the program's efficiency.

- Cost per beneficiary served.
- Ratio of State of Missouri DRA dues compared to grant dollars awarded to Missouri projects.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

- DED will consistently engage with regional planning commissions in the delta region to better understand regional needs and opportunities.
- Improved alignment with regional contacts to provide additional technical assistance.
- Utilize existing relationships of DED's local partners to provide a more comprehensive approach to community needs.
- Utilize a scoring system to review applications based on need, capacity, impact, leverage ratio, and consistency with state plan.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
FINANCE								
Delta Regional Authority Dues - 1419005								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	155,164	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	155,164	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$155,164	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$155,164	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Econ Dev Advancement Fund Refunds (EDAF)

Budget Unit 41980C
HB Section 7.015

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	10,000	10,000
TRF	0	0	0	0
Total	0	0	10,000	10,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

2. CORE DESCRIPTION

This core item provides the Department of Economic Development the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund ("EDAF"). EDAF was created per 620.1900, RSMo, in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½ percent of the amount of the issued tax credit. Upon issuance of the tax credits, the fees are paid by the recipient.

Senate Bill 590 provided for a fee of 4 percent charged to the Historic Preservation Tax Credit Program. The fee will first apply to FY2020 projects and since it is calculated when the credit is "issued" at the completion of the renovation, increased revenues will likely not be realized until 2021. DED does not expect it to require a change in this core appropriation for refunds.

3. PROGRAM LISTING (list programs included in this core funding)

Economic Development Advancement Fund.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Econ Dev Advancement Fund Refunds (EDAF)

Budget Unit 41980C
HB Section 7.015

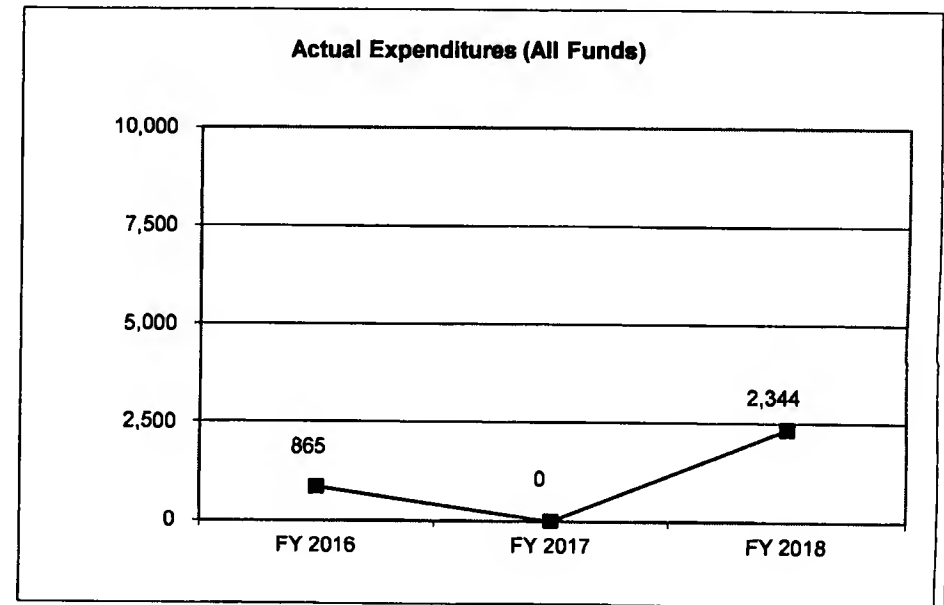
4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	1	1	10,000	10,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1	1	10,000	10,000
Actual Expenditures (All Funds)	865	0	2,344	N/A
Unexpended (All Funds)	(864)	1	7,656	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	(864)	1	7,656	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
TAX CREDIT REFUNDS**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	10,000	10,000	
	Total	0.00	0	0	10,000	10,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	10,000	10,000	
	Total	0.00	0	0	10,000	10,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	10,000	10,000	
	Total	0.00	0	0	10,000	10,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TAX CREDIT REFUNDS								
CORE								
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	2,344	0.00	10,000	0.00	10,000	0.00	0	0.00
TOTAL - PD	2,344	0.00	10,000	0.00	10,000	0.00	0	0.00
TOTAL	2,344	0.00	10,000	0.00	10,000	0.00	0	0.00
GRAND TOTAL	\$2,344	0.00	\$10,000	0.00	\$10,000	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
TAX CREDIT REFUNDS								
CORE								
PROGRAM DISTRIBUTIONS	0	0.00	9,999	0.00	9,999	0.00	0	0.00
REFUNDS	2,344	0.00	1	0.00	1	0.00	0	0.00
TOTAL - PD	2,344	0.00	10,000	0.00	10,000	0.00	0	0.00
GRAND TOTAL	\$2,344	0.00	\$10,000	0.00	\$10,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$2,344	0.00	\$10,000	0.00	\$10,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.015

Program Name: Economic Development Advancement Fund Refunds

Program is found in the following core budget(s): EDAF Refunds

1a. What strategic priority does this program address?

Provides ability to refund an overpayment.

1b. What does this program do?

This item provides the ability to refund an overpayment or erroneous payment of any amount credited to the Economic Development Advancement Fund (EDAF) per 620.1900, RSMo. EDAF was created in order to receive fees from the recipients of certain tax credits issued by the department, in an amount up to 2½% of the amount of the issued tax credit. Upon issuance of the tax credits, the fees are paid by the recipient. The fund is also structured to receive gifts, contributions, grants, or bequests received from federal, private and other sources including any appropriations to the fund. No performance measures are included for this program as it is for Refunds.

2a. Provide an activity measure(s) for the program.

This is a refund appropriation; therefore, no performance measures are provided.

2b. Provide a measure(s) of the program's quality.

This is a refund appropriation; therefore, no performance measures are provided.

2c. Provide a measure(s) of the program impact.

This is a refund appropriation; therefore, no performance measures are provided.

2d. Provide a measure(s) of the program's efficiency.

This is a refund appropriation; therefore, no performance measures are provided.

PROGRAM DESCRIPTION

Department: Economic Development

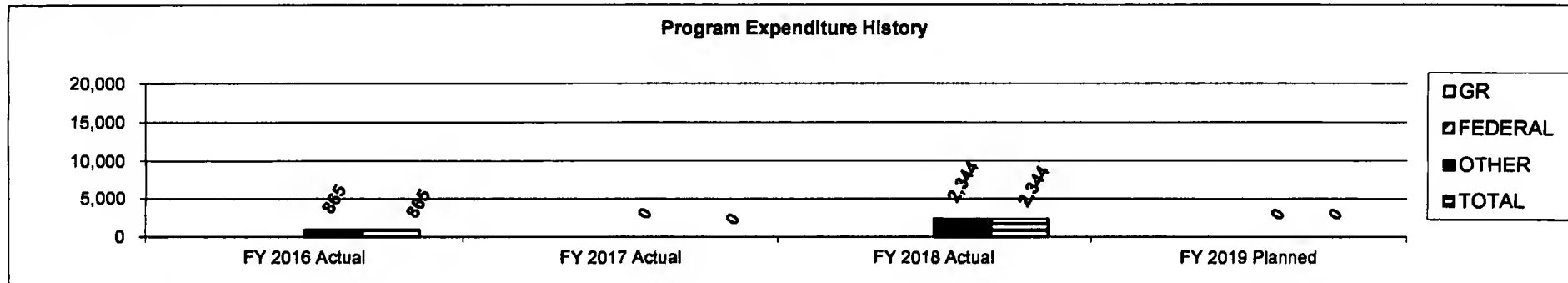
HB Section(s):

7.015

Program Name: Economic Development Advancement Fund Refunds

Program is found in the following core budget(s): EDAF Refunds

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1900, RSMo, which established the Economic Development Advancement Fund.

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: International Trade and Investment Offices

Budget Unit 42013C
HB Section 7.015

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	1,500,000	1,500,000
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	1,500,000	1,500,000

FTE 0.00 0.00 0.00 0.00

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00 0.00 0.00

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

Missouri's International Trade & Investment Offices located in Canada, China, Europe, India, Israel, Japan, Republic of Korea, Mexico, United Arab Emirates and United States are responsible for Sales Promotion, Market Entry Strategies, and Investment Strategies as outlined below.

Sales Promotion: Each office is required to provide the promotion of Missouri products and services to foreign individuals, businesses, and government entities for the purpose of facilitating commercial transactions.

Market Entry Strategies: Each office is required to provide trade counseling and technical advice to Missouri interests regarding possible market entry strategies for the purpose of exporting their products and services.

Investment Strategies: Each office is required to promote the State of Missouri as the ideal location for foreign direct investment prospects. Provide technical information on the Department of Economic Development incentive programs; client solutions; community (local) benefits; and to include the delivery of a comprehensive investment proposal from the State and its partners.

3. PROGRAM LISTING (list programs included in this core funding)

International Trade and Investment Offices

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: International Trade and Investment Offices

Budget Unit 42013C
HB Section 7.015

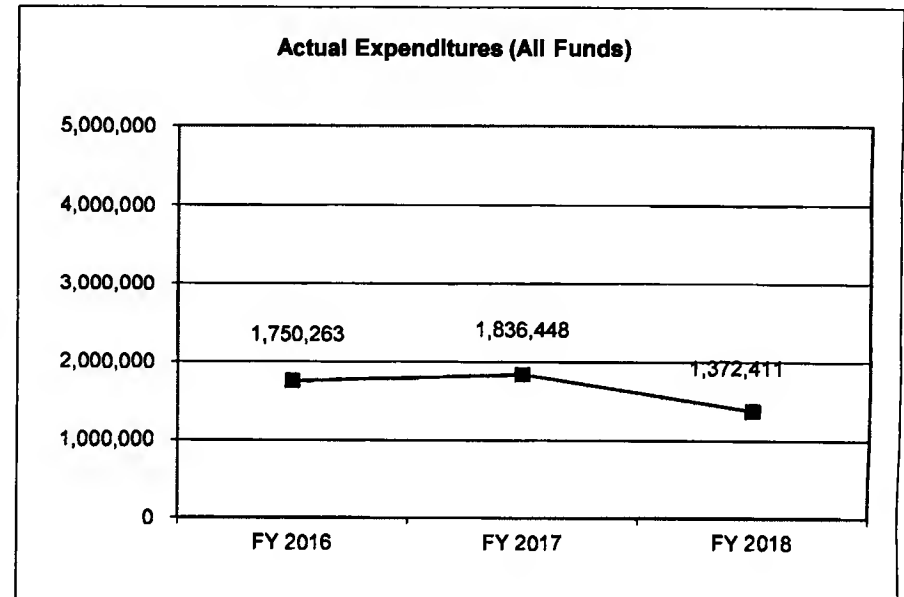
4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	1,910,000	1,910,000	1,500,000	1,500,000
Less Reverted (All Funds)	(57,300)	(57,300)	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,852,700	1,852,700	1,500,000	1,500,000
Actual Expenditures (All Funds)	1,750,263	1,836,448	1,372,411	N/A
Unexpended (All Funds)	102,437	16,252	127,589	N/A
Unexpended, by Fund:				
General Revenue	102,437	16,252	0	N/A
Federal	0	0	0	N/A
Other	0	0	127,589	N/A

*Restricted amount as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
INTRN TRADE & INVEST OFFICES**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	EE	0.00	0	0	1,500,000	1,500,000	
	Total	0.00	0	0	1,500,000	1,500,000	
DEPARTMENT CORE REQUEST							
	EE	0.00	0	0	1,500,000	1,500,000	
	Total	0.00	0	0	1,500,000	1,500,000	
GOVERNOR'S RECOMMENDED CORE							
	EE	0.00	0	0	1,500,000	1,500,000	
	Total	0.00	0	0	1,500,000	1,500,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
INTRN TRADE & INVEST OFFICES								
CORE								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	1,372,411	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
TOTAL - EE	1,372,411	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
TOTAL	1,372,411	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
GRAND TOTAL	\$1,372,411	0.00	\$1,500,000	0.00	\$1,500,000	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
INTRN TRADE & INVEST OFFICES								
CORE								
PROFESSIONAL SERVICES	1,372,411	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
TOTAL - EE	1,372,411	0.00	1,500,000	0.00	1,500,000	0.00	0	0.00
GRAND TOTAL	\$1,372,411	0.00	\$1,500,000	0.00	\$1,500,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$1,372,411	0.00	\$1,500,000	0.00	\$1,500,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.015

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

1a. What strategic priority does this program address?

Grow Missouri's Businesses

1b. What does this program do?

- This program is designed to increase exports for the state's manufacturers and professional service companies and generate interest in the state by foreign direct investors.
- DED contracts with a foreign-based representative with offices in Canada, China, Europe, India, Israel, Japan, Republic of Korea, Mexico, and United Arab Emirates and the US. Domestic staff work in tandem to execute services.
- Foreign-based associates identify foreign direct investment leads for the Missouri Partnership and DED project management teams by promoting Missouri as an ideal location to foreign investors by offering client solutions; technical assistance on DED incentive programs; community and other local benefits.
- Export assistance based on transactional support includes technical guidance on market entry strategies; sector/product research; foreign partner (distributors/agents) identification; trade show; and trade mission execution.
- This form consolidates the results for the entire International Business Development Unit, which has appropriations located in the Marketing and Sales Team Core budgets.

2a. Provide an activity measure(s) for the program.

	FY 2016		FY 2017		FY 2018		FY 2019	FY 2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Amount of Export Sales	\$28.33M	\$45.46M	\$44.87M	\$66.7M	\$80.04M	\$114.25M	\$86.71M	\$104.05M	\$114.5M
Export Work Orders	485	508	362	595	484	384	461	507	558
FDI Leads Generated*	N/A	N/A	N/A	N/A	N/A	N/A	12	13	14
FDI Informational Requests*	N/A	N/A	N/A	N/A	N/A	N/A	35	39	42

Note 1: In FY2018, DED restructured its foreign office contracts from 11 separate contracts to one contract. The new structure resulted in the termination of representative offices and overall services in Brazil, Singapore, and Hong Kong. Only 7 months of data was collected from these offices and included in the FY 2018 actual results.

*Note 2: DED's new office structure required a new lead generation strategy with defined parameters of the targets. An FDI Lead Generated is defined by the following 4 criteria: a) Capital investment amount; b.) Jobs number target; c.) Roles and Wages for the jobs to be created and d.) Timeline for decision. All other FDI leads will be defined as FDI Informational Requests as they do not adhere to the criteria, but must be captured as they require attention moving forward and to help feed the FDI pipeline. The new strategy identifies immediate/serious investors with projects culminating within the next 12 months from the informational requests/pipeline contributing inquiries which extend further into the future.

Note 3: Export Sales include exports facilitated by DED's foreign-based representatives; Missouri's total export volume was \$14.2 billion in 2017.

Note 4: Export work orders are specific activities done on behalf of Missouri companies seeking to export.

Note 5: Projected amounts are calculated by incremental weighted increases near or above 10%.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

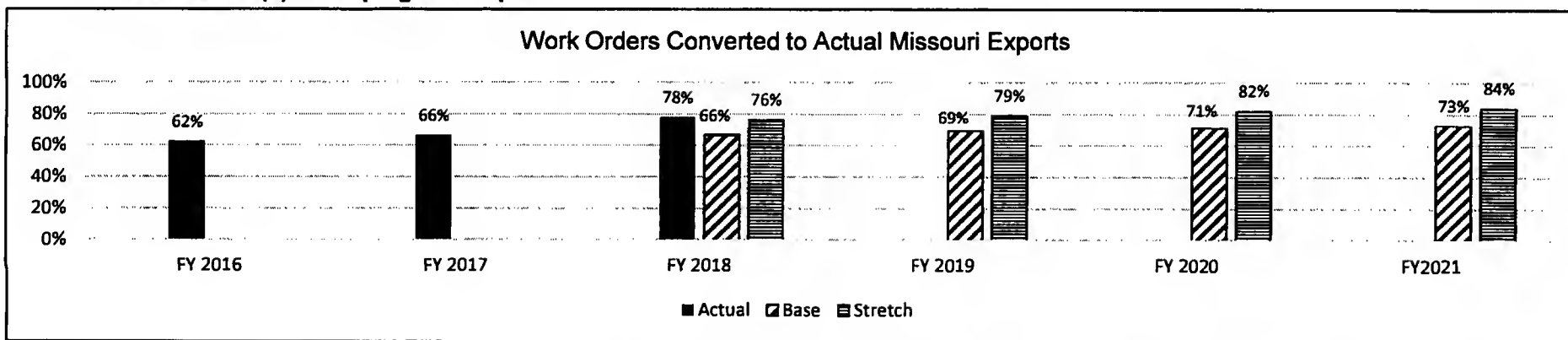
2b. Provide a measure(s) of the program's quality

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Customer Satisfaction	94%	92%	94%	96%	95%	89%	94%	95%	96%

Note 1: Customer Satisfaction Rating is derived from the Client Impact Statement; a satisfaction survey completed by each client upon the completion of each work order.

Note 2: In FY 18, due to the office closures in Brazil, Hong Kong and Singapore as noted in 2a. Note 1, all in-process work orders at the time of the closure were not completed and did not generate satisfactory surveys. Only 7 months of work orders and satisfaction surveys were captured affecting the overall client satisfaction measure in downward manner.

2c. Provide a measure(s) of the programs impact.



Note 1: Chart depicts the percentage of work orders (i.e., export assistance) done on behalf of Missouri companies that were converted to an actual export sale.

Note 2: Base target is average of previous 3 years and Stretch target is 15% increase in converted work orders over Base.

Note 3: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

PROGRAM DESCRIPTION

Department: Economic Development

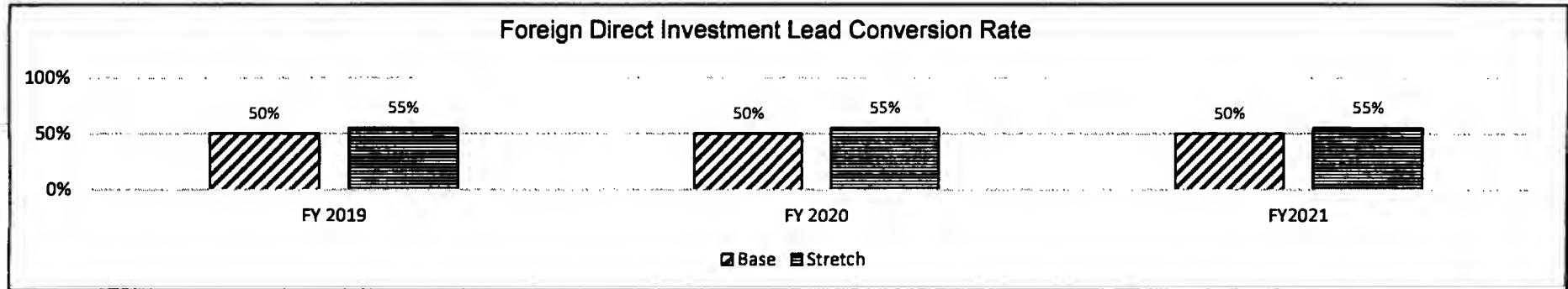
HB Section(s):

7.015

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

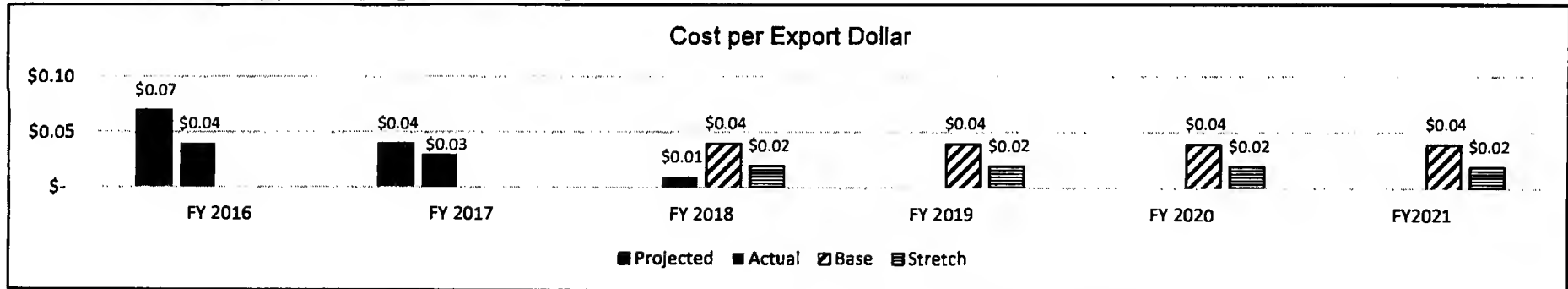
2c. Provide a measure(s) of the programs impact (cont).



Note 1: New measure. Chart depicts DED's success in converting foreign direct investment (FDI) leads generated to active project status by dividing the number of actual FDI projects over leads generated by DED.

Note 2: Base target for 2022 be based on the approximate average of the previous 3 years with Stretch target at a 10% increase in conversions over the Base target. Minimum will be set at 50% Base and 55% Stretch.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Chart depicts the cost of the Foreign Offices to bring back \$1 in export transactions to Missouri businesses.

Note 2: Base target is aligned to FY 2016 Actual and Stretch target is 50% reduction in Base.

PROGRAM DESCRIPTION

Department: Economic Development

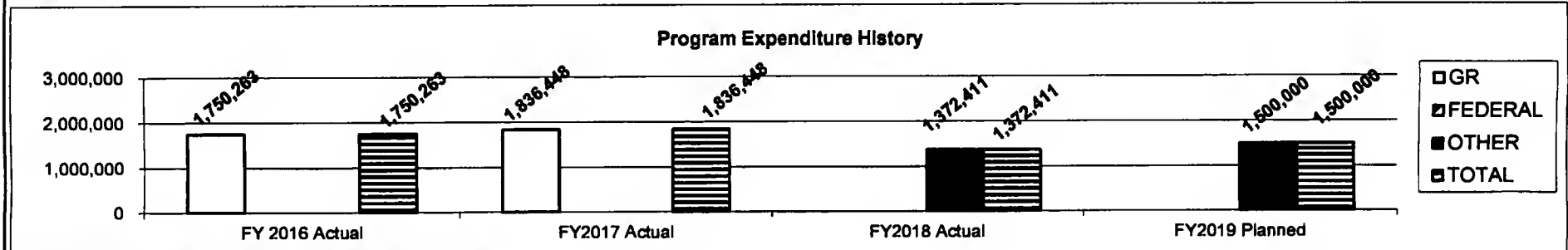
HB Section(s):

7.015

Program Name: International Trade and Investment Offices

Program is found in the following core budget(s): International Trade and Investment Offices

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

FY18-FY19: Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.010, RSMo., establishes the Department of Economic Development and its divisions.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Business Recruitment and Marketing

Budget Unit 42014C
HB Section 7.015

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	2,250,000	2,250,000
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	2,250,000	2,250,000

FTE 0.00 0.00 0.00 0.00

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Economic Development Advancement Fund (0783)

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00 0.00 0.00

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

The purpose of this program is to market the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. In 2007, the General Assembly authorized a new public/private partnership model by creating the Economic Development Advancement Fund. Currently, the Department contracts for these services through the Hawthorn Foundation, who subcontracts with the Missouri Partnership, a public-private economic development partnership. The Missouri Partnership works at the state, regional and local levels to increase the visibility of Missouri as a globally competitive business location. Services include: responding to requests for information and preparing proposals for the location of new business in the state; vetting available sites; locating new or available buildings; providing information on communities and workforce; identifying utility availability and cost; and facilitating meetings with state government agencies and potential strategic partners, including but not limited to, maintaining a working relationship with national site selection firms and coordinating opportunities with DED overseas offices.

The contract provides for an integrated partnership with the Missouri Department of Economic Development, Division of Business and Community Services staff who oversee the business development incentives for the State. The private component of the initiative currently calls for matching private dollars to be contributed to the annual budget. This fund was created by the General Assembly and grants the DED the authority to collect a fee from awardees on certain state tax credits issued in order to direct those fees to the fund and pay the costs of the contract.

3. PROGRAM LISTING (list programs included in this core funding)

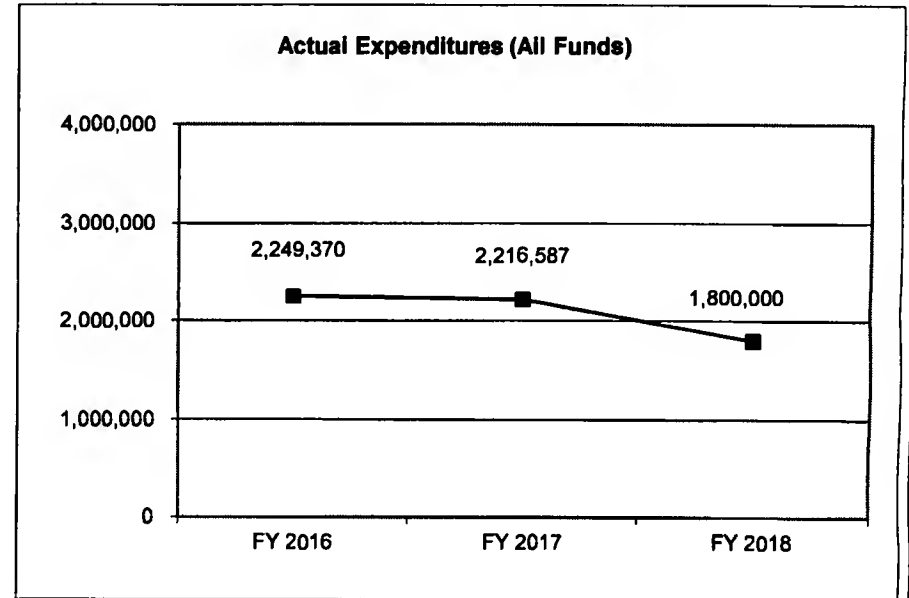
Business Recruitment and Marketing

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42014C
Division:	Business and Community Services		
Core:	Business Recruitment and Marketing	HB Section	7.015

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	2,250,000	2,250,000	1,800,000	2,250,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	2,250,000	2,250,000	1,800,000	2,250,000
Actual Expenditures (All Funds)	2,249,370	2,216,587	1,800,000	N/A
Unexpended (All Funds)	630	33,413	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	630	33,413	0	N/A



Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
BUSINESS RECRUITMENT&MARKETING**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	EE	0.00	0	0	2,250,000	2,250,000	
	Total	0.00	0	0	2,250,000	2,250,000	
DEPARTMENT CORE REQUEST							
	EE	0.00	0	0	2,250,000	2,250,000	
	Total	0.00	0	0	2,250,000	2,250,000	
GOVERNOR'S RECOMMENDED CORE							
	EE	0.00	0	0	2,250,000	2,250,000	
	Total	0.00	0	0	2,250,000	2,250,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUSINESS RECRUITMENT&MARKETING								
CORE								
EXPENSE & EQUIPMENT								
ECON DEVELOP ADVANCEMENT FUND	0	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
TOTAL - EE	0	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
PROGRAM-SPECIFIC								
ECON DEVELOP ADVANCEMENT FUND	1,800,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	1,800,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL	1,800,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
GRAND TOTAL	\$1,800,000	0.00	\$2,250,000	0.00	\$2,250,000	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
BUSINESS RECRUITMENT&MARKETING								
CORE								
PROFESSIONAL SERVICES	0	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
TOTAL - EE	0	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
PROGRAM DISTRIBUTIONS	1,800,000	0.00	0	0.00	0	0.00	0	0.00
TOTAL - PD	1,800,000	0.00	0	0.00	0	0.00	0	0.00
GRAND TOTAL	\$1,800,000	0.00	\$2,250,000	0.00	\$2,250,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$1,800,000	0.00	\$2,250,000	0.00	\$2,250,000	0.00		0.00

PROGRAM DESCRIPTION**Department: Economic Development****HB Section(s):****7.015****Program Name: Business Recruitment and Marketing****Program is found in the following core budget(s): Business Recruitment and Marketing****1a. What strategic priority does this program address?**

Grow Missouri's Businesses

1b. What does this program do?

- Business Recruitment and Marketing markets the state both nationally and internationally to effectively produce new business recruitment leads in order to bring new investment opportunities and create new high quality jobs in Missouri. DED emphasizes the recruitment of primary businesses that support full time employment at wages above the county average wage and pay at least 50% of health insurance premiums.
- The program provides the DED the opportunity to work through and leverage the private sector resources of the Hawthorn Foundation, who has contracted with the Missouri Partnership for professional services to perform one of its key business development strategies - business recruitment and attraction.
- With the technical support of the Division of Business and Community Services, the program works at the state, regional and local levels to increase the capacity and readiness of Missouri communities as globally competitive business locations and enhance the visibility of Missouri as a globally competitive business location.

2a. Provide an activity measure(s) for the program.

	FY 2016 Actual	FY2017 Actual	FY 2018 Actual	FY2019 Projected	FY2020 Projected	FY2021 Projected
Capacity Building	5	6	15*	15	16	16
Qualified Leads	N/A	401	278	401	413	425
Projects Opened	89	88	107	110	114	117
Projects Announced	12	24	20	24	25	25

Note 1: Capacity building includes facilitated community assessments and coordinated outreach trips, trade shows, and technical assistance with community partners. *FY18 was the first year of facilitated community training events.

Note 2: Projections begin with actual peak of FY16-18 and provide for a 3% growth rate.

2b. Provide a measure(s) of the program's quality.

The states contractor will create a ten question survey for advisory board members, consultants, and third party service providers related to the program. The questions will be aggregated annually and benchmarked against a baseline for organizational and program improvements.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.015

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

2c. Provide a measure(s) of the program's impact.

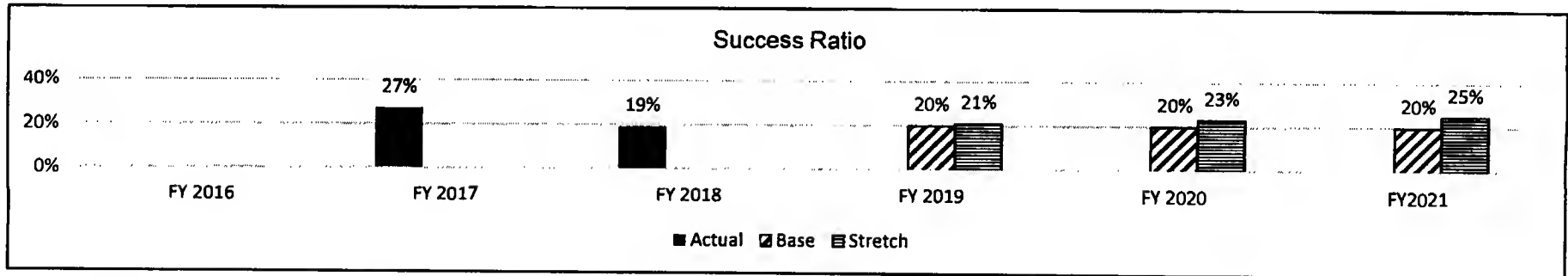
	FY2016	FY2017	FY2018	FY2019		FY2020		FY2021	
	Actual	Actual	Actual	Base	Stretch	Base	Stretch	Base	Stretch
Committed Jobs Recruited	1,082	2,916	3,789	2,595	3,978	2,595	4,177	2,595	4,386
Committed Average Wages	\$43,531	\$56,360	\$41,509	\$47,133	\$49,490	\$47,133	\$51,964	\$47,133	\$54,562
Committed Private Capital Investment	\$135M	\$551M	\$663M	\$449M	\$471M	\$449M	\$494M	\$449M	\$518M

Note 1: Jobs recruited represents all employment included in growth opportunities being facilitated by the Business Recruitment and Marketing Contractor.

Note 2: Average wages represents wages projected at the time of project announcement.

Note 3: Private capital investment represents planned expenditures at the time of project announcement.

Note 4: FY19 base is an average of FY16-18 actuals and remains consistent. Stretch goals account for 5% growth over previous years stretch and is benchmarked based on the goal to be the Best in the Midwest.



Note 1: Measures percentage of projects announced to projects opened.

Note 2: Base targets for FY19-21 assume a 20% success threshold. Stretch targets are based on the averages of FY17-18 actuals. Stretch targets assume a 10% increase of project successes.

Note 3: Actual data is not available for FY16.

PROGRAM DESCRIPTION

Department: Economic Development

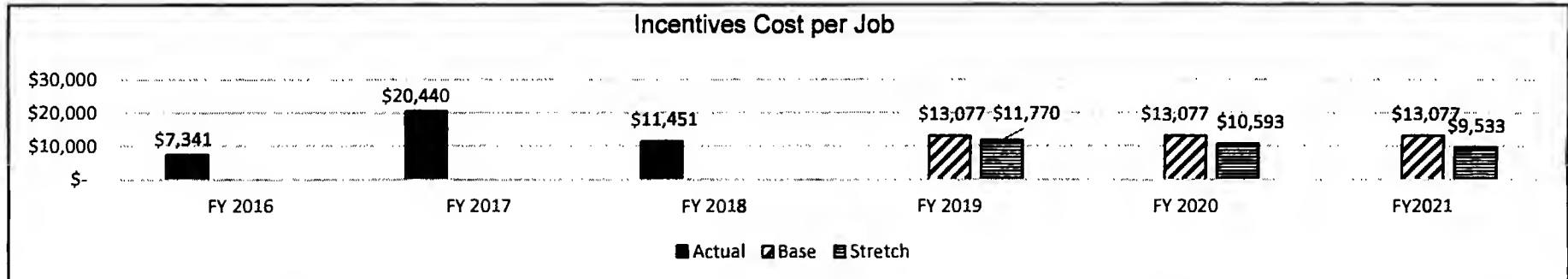
HB Section(s):

7.015

Program Name: Business Recruitment and Marketing

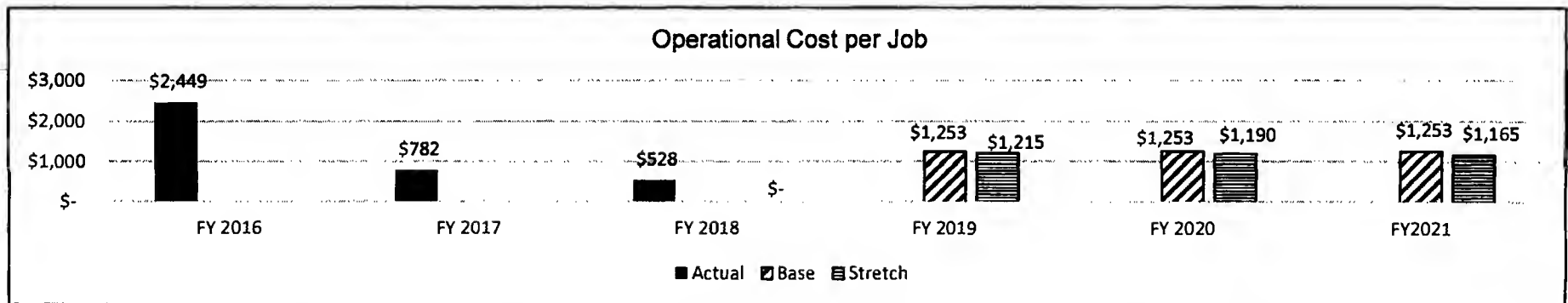
Program is found in the following core budget(s): Business Recruitment and Marketing

2d. Provide a measure(s) of the program's efficiency.



Note 1: Measure is calculated by dividing proposed economic incentives by the committed number of jobs created.

Note 2: Base targets for FY19-21 are based on the averages of FY16-18 actuals. Stretch targets assume a 10% decrease in the state's incentive per job.



Note 1: Measure is calculated by dividing Business Recruitment and Marketing Program budget by the committed number of jobs created and retained. Calculations were modified in FY18 to reflect only a portion of operating costs funded by state contract. Previous years included private operating funds and other misc revenue.

Note 2: Base targets for FY19-21 are based on the average of FY16-18 actuals. Stretch targets assume a 10% decrease in the state's incentive per job.

PROGRAM DESCRIPTION

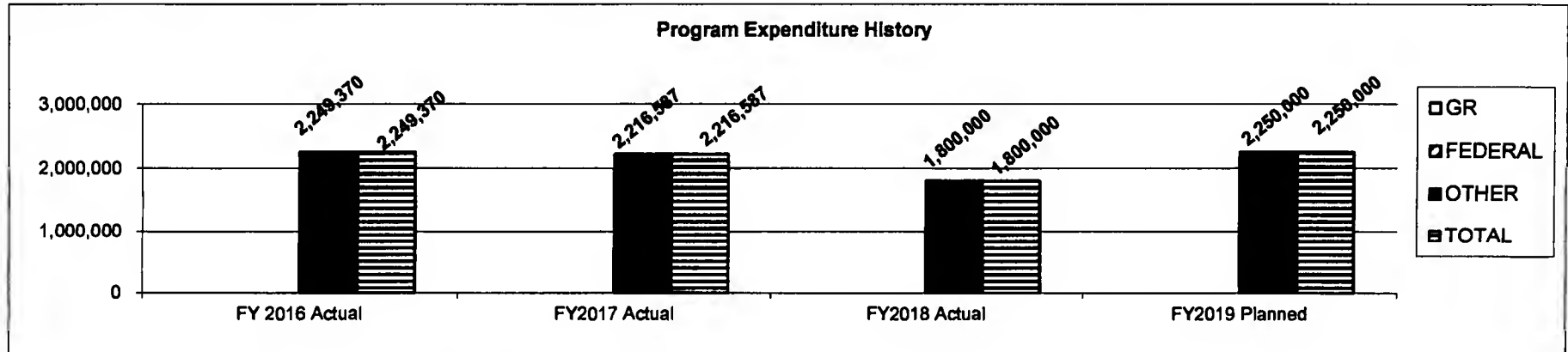
Department: Economic Development

HB Section(s): 7.015

Program Name: Business Recruitment and Marketing

Program is found in the following core budget(s): Business Recruitment and Marketing

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 620.1900, RSMo., which establishes the Economic Development Advancement Fund.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42076C
Division:	Business and Community Services	HB Section	7.030
Core:	Office of the Military Advocate		

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	162,689	0	0	162,689
EE	50,000	0	0	50,000
PSD	390,120	0	0	390,120
TRF	0	0	0	0
Total	602,809	0	0	602,809

FTE 1.50 0.00 0.00 1.50

Est. Fringe	68,489	0	0	68,489
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2020 Governor's Recommendation			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00 0.00 0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

The Office of the Military Advocate (including consultants working on behalf of the Military Advocate), and the Missouri Military Preparedness and Enhancement Commission (MMPEC), work in concert with governments and private sector stakeholders around the state and nation on strategies to achieve the following goals:

- Preserve and enhance the military installations, missions and agencies located in Missouri
- Create a more supportive environment for military Service members and their families
- Support the retention and growth of Missouri's defense and national security businesses

A high priority of the program is to continue to work with Missouri's military bases and installations and defense agencies, and the Missouri communities in which they operate, to prepare for an anticipated federal Base Realignment and Closure (BRAC) process in 2020. Additional priorities are to maximize job creation at Missouri defense and national security businesses, and increase the number of separating Service members who choose to live and work in Missouri. MMPEC, a Governor-appointed commission, is required to prepare a biennial strategic plan, which sets goals for the Military Advocate and its consultants and tracks performance.

3. PROGRAM LISTING (list programs included in this core funding)

Office of the Military Advocate.

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42076C
Division:	Business and Community Services		
Core:	Office of the Military Advocate	HB Section	7.030

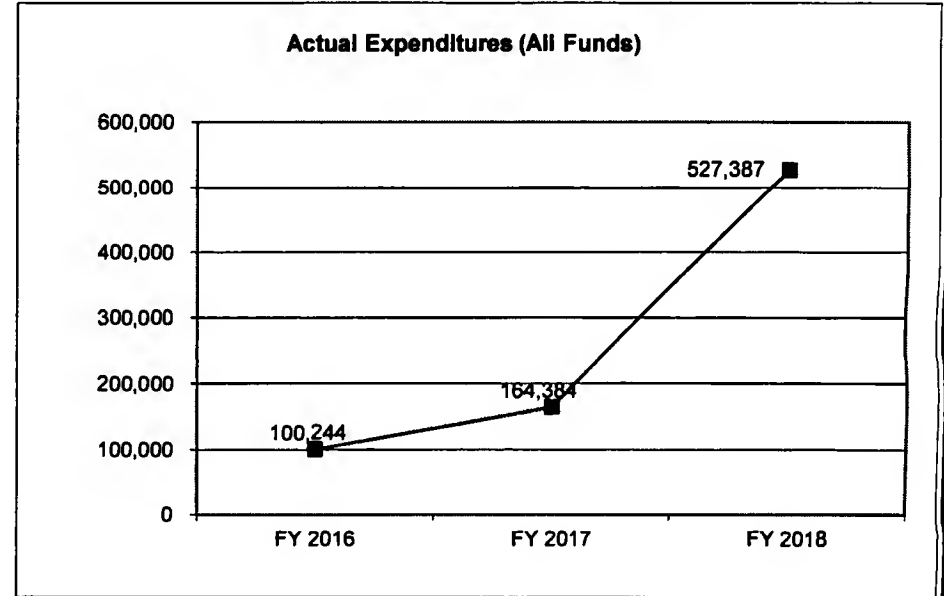
4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	200,000	352,000	602,000	602,809
Less Reverted (All Funds)	(6,000)	(10,560)	(16,990)	(18,084)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	194,000	341,440	585,010	584,725
Actual Expenditures (All Funds)	100,244	164,384	527,387	N/A
Unexpended (All Funds)	93,756	177,056	57,623	N/A
Unexpended, by Fund:				
General Revenue	93,756	177,056	57,623	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restrictions (when applicable).

NOTES:



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MILITARY ADVOCATE**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PS	1.50	162,689	0	0	162,689	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	602,809	0	0	602,809	
DEPARTMENT CORE REQUEST							
	PS	1.50	162,689	0	0	162,689	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	602,809	0	0	602,809	
GOVERNOR'S RECOMMENDED CORE							
	PS	1.50	162,689	0	0	162,689	
	EE	0.00	50,000	0	0	50,000	
	PD	0.00	390,120	0	0	390,120	
	Total	1.50	602,809	0	0	602,809	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MILITARY ADVOCATE								
CORE								
PERSONAL SERVICES								
GENERAL REVENUE	122,400	1.00	162,689	1.50	162,689	1.50	0	0.00
TOTAL - PS	122,400	1.00	162,689	1.50	162,689	1.50	0	0.00
EXPENSE & EQUIPMENT								
GENERAL REVENUE	61,459	0.00	50,000	0.00	50,000	0.00	0	0.00
TOTAL - EE	61,459	0.00	50,000	0.00	50,000	0.00	0	0.00
PROGRAM-SPECIFIC								
GENERAL REVENUE	343,528	0.00	390,120	0.00	390,120	0.00	0	0.00
TOTAL - PD	343,528	0.00	390,120	0.00	390,120	0.00	0	0.00
TOTAL	527,387	1.00	602,809	1.50	602,809	1.50	0	0.00
Pay Plan FY19-Cost to Continue - 0000013								
PERSONAL SERVICES								
GENERAL REVENUE	0	0.00	0	0.00	809	0.00	0	0.00
TOTAL - PS	0	0.00	0	0.00	809	0.00	0	0.00
TOTAL	0	0.00	0	0.00	809	0.00	0	0.00
GRAND TOTAL	\$527,387	1.00	\$602,809	1.50	\$603,618	1.50	\$0	0.00

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42076C BUDGET UNIT NAME: Military Advocate HOUSE BILL SECTION: 7.020	DEPARTMENT: Economic Development DIVISION: Business and Community Services
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1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.

DEPARTMENT REQUEST

The department is requesting 25% flexibility between the Personal Service and Expense and Equipment appropriations for the Military Advocate Section. This flexibility is needed to ensure our ability to immediately address any identified operation modifications in order to provide the highest quality service to Missourians. Areas of need include special or emergency projects, training, travel, purchase supplies and other equipment to make the position more efficient.

General Revenue: Military Advocate PS (9400-0101) - \$162,689 * 25% = \$40,672 and Military Advocate EE (9401-0101) - \$440,120 * 25% = \$110,030

2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.

PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and EE will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	Expenditures in PS and EE will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.

3. Please explain how flexibility was used in the prior and/or current years.

PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2018, the Military Advocate did not use any flexibility between the PS and E&E appropriations.	In FY2019, the Military Advocate currently does not have flexibility between the PS and E&E appropriations.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MILITARY ADVOCATE								
CORE								
DESIGNATED PRINCIPAL ASST DIV	0	0.00	126,821	1.00	126,821	1.00	0	0.00
SPECIAL ASST PROFESSIONAL	122,400	1.00	0	0.00	0	0.00	0	0.00
OTHER	0	0.00	35,868	0.50	35,868	0.50	0	0.00
TOTAL - PS	122,400	1.00	162,689	1.50	162,689	1.50	0	0.00
TRAVEL, IN-STATE	5,056	0.00	4,268	0.00	4,268	0.00	0	0.00
TRAVEL, OUT-OF-STATE	9,836	0.00	8,536	0.00	8,536	0.00	0	0.00
SUPPLIES	4,745	0.00	33,151	0.00	33,151	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	6,705	0.00	41	0.00	41	0.00	0	0.00
COMMUNICATION SERV & SUPP	1,716	0.00	3,679	0.00	3,679	0.00	0	0.00
PROFESSIONAL SERVICES	29,701	0.00	20	0.00	20	0.00	0	0.00
OFFICE EQUIPMENT	546	0.00	0	0.00	0	0.00	0	0.00
OTHER EQUIPMENT	2,250	0.00	224	0.00	224	0.00	0	0.00
MISCELLANEOUS EXPENSES	904	0.00	81	0.00	81	0.00	0	0.00
TOTAL - EE	61,459	0.00	50,000	0.00	50,000	0.00	0	0.00
PROGRAM DISTRIBUTIONS	343,528	0.00	390,120	0.00	390,120	0.00	0	0.00
TOTAL - PD	343,528	0.00	390,120	0.00	390,120	0.00	0	0.00
GRAND TOTAL	\$527,387	1.00	\$602,809	1.50	\$602,809	1.50	\$0	0.00
GENERAL REVENUE	\$527,387	1.00	\$602,809	1.50	\$602,809	1.50		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.030

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

1a. What strategic priority does this program address?

Grow Missouri's Businesses

1b. What does this program do?

- The Military Advocate executes a biennial Military Strategic Plan prepared by the Missouri Military Preparedness and Enhancement Commission (MMPEC) that guides state actions to: (1) preserve and enhance the military installations, missions and agencies located in Missouri; (2) create a more supportive environment for military service members and their families; and (3) support the retention and growth of Missouri's defense and national security businesses.
- The Military Advocate works with community organizations and local governments, state government, members of Congress, military leaders, and others to prepare for an anticipated Base Realignment and Closure (BRAC) process, and to maximize opportunities for new missions and growth.
- The Military Advocate serves as the Executive Director of MMPEC, which reviews quarterly progress reports and annually rates the Executive Director's job performance.

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Interactions with key influencers who can impact Missouri military installations and agencies	N/A	N/A	N/A	35	47	45	57	62	90
New contacts with separating Military Service members	N/A	N/A	N/A	0	600	475	3,047	5,103	6,000
Quality Interactions with key decision-makers at Missouri defense businesses	N/A	N/A	N/A	8	12	14	20	24	33

Note 1: Measure 1 is calculated based on the number of in-person or telephone interactions with military and federal agency leaders, community/installation support organizations, members of Congress, professional staff of Congressional Committees, and leaders of advocacy and education organizations who are key to influencing whether military installations, agencies and missions are retained or grow in Missouri.

Note 2: Measure 2 was calculated based on achieving contact with 21.6% of Service members in FY2018 and FY2019.

Note 3: Measure 3 was calculated based on the number in-person and telephone interactions with key leaders representing top 40 defense businesses located wholly or partially in Missouri. The contacts will occur both inside and outside of Missouri. Does not include contacts by correspondence.

2b. Provide a measure(s) of the program's quality.

1. Annual evaluation by members of the Missouri Military Preparedness and Enhancement Commission regarding their view of the job performance of the Military Advocate, as executive director, based on standard executive evaluation criteria, was approved at MMPEC's August 24, 2018 quarterly meeting. The evaluation will be done by MMPEC in the 2nd quarter of FY2019, and reported and discussed at MMPEC's December 4, 2018 quarterly meeting. The evaluation will be done in each succeeding year and reported at December quarterly meetings.
2. An annual customer satisfaction survey of the community-installation and agency-support organizations, that the Military Advocate works with, has been developed and will be administered in the 4th quarter of each fiscal year, and reported to MMPEC at its June quarterly meeting.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

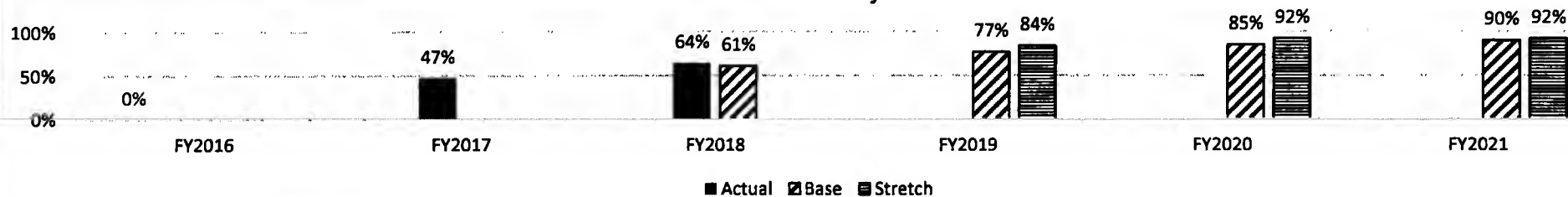
7.030

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

2c. Provide a measure(s) of the program's impact.

Interactions with Military Influencers

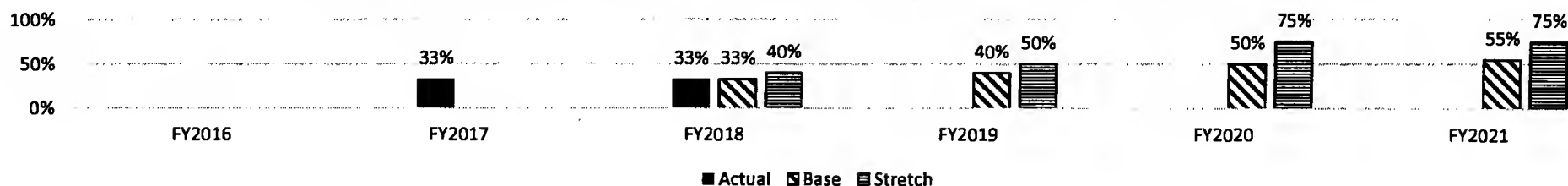


Note 1: Reflects the percentage of the identified key influencers with whom the Military Advocate and its consultants have in-person and telephone interactions regarding opportunities and threats related to Missouri military installations, agencies and missions. The contacts occur both inside and outside of Missouri. Does not include contacts by correspondence.

Note 2: The Office of Military Advocate and its consultants have identified 100 military and federal agency leaders, community/installation support organizations, Members of Congress, Professional Staff of Congressional Committees, and leaders of advocacy and education organizations who are key to influencing whether military installations, agencies and missions are retained or grow in Missouri.

Note 3: This is a new measure; therefore, Projected and Actual FY16 is not available.

Service Members Who Choose to Stay in Missouri after being contacted by the Military Advocate



Note 1: These percentage estimates are based on the number of those Service members with Missouri homes of record who left the military at locations anywhere in the world, plus the number of Service members who left the military at Whiteman AFB and Fort Leonard Wood.

Note 2: It is assumed that 33% of those who leave the service chose to relocate to or stay in Missouri in 2017. This is based on anecdotal information from Fort Leonard Wood and Whiteman AFB. Better sources of information will be developed to in FY2019 to track these Service members who leave the military as to whether they are present and working in Missouri.

Note 3: This is a new measure; therefore, Projected and Actual for FY16 is not available.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

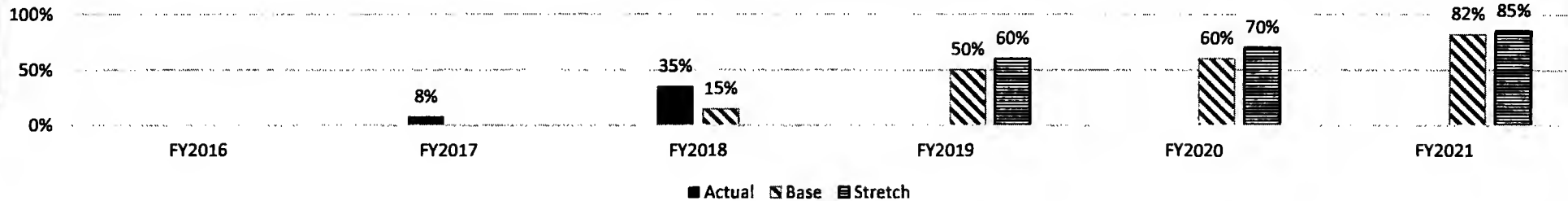
7.030

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

2c. Provide a measure(s) of the program's impact (cont).

Top Defense Companies Contacted



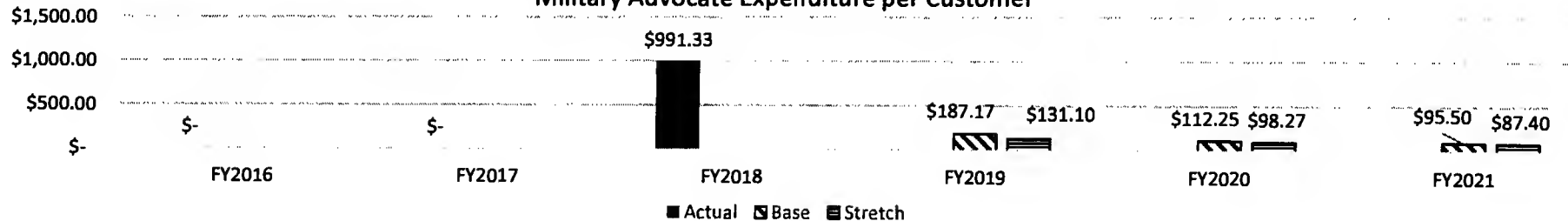
Note 1: Reflects the percentage of top 40 Missouri defense companies where the Military Advocate and its consultants have had at least one quality interaction with key influencers. Key influencers are those company leaders who can influence decisions regarding growth and expansion of defense business investments and/or jobs in Missouri. Multiple contacts with influencers will be made at some companies.

Note 2: Interactions with key influencers are in-person or by telephone and allow the Military Advocate and its consultants to promote understanding of Missouri's business climate, explore opportunities to receive new defense work, raise awareness of Missouri university-based R&D, and make connections to state-provide economic development and workforce services.

Note 3: Decisions of defense companies to continue to operate in Missouri or to expand their operations are based on many factors, including the availability of federal contracts.

2d. Provide a measure(s) of the program's efficiency.

Military Advocate Expenditure per Customer



Note 1: This is a new measure; therefore, data from previous years is not available.

PROGRAM DESCRIPTION

Department: Economic Development

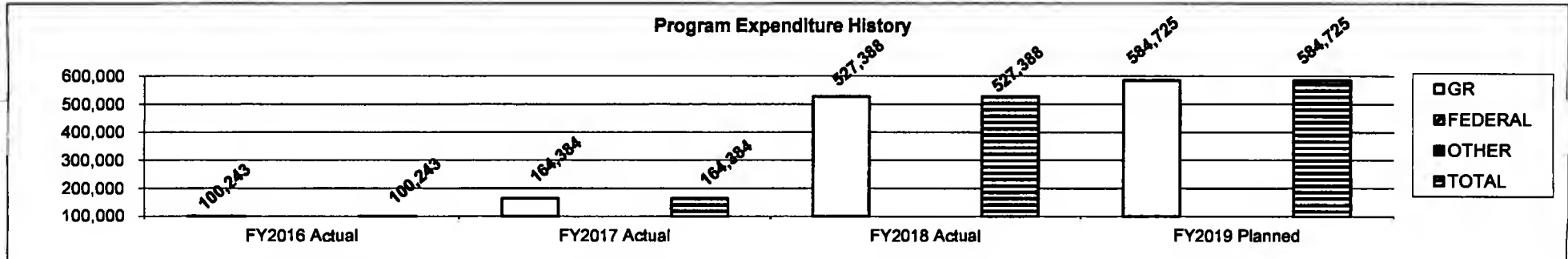
HB Section(s):

7.030

Program Name: Office of the Military Advocate

Program is found in the following core budget(s): Office of the Military Advocate

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note 1: Planned Expenditures for GR reflect 3% Governor's Reserve.

Note 2: Funding for the Office of Military Advocate and "BRAC Study" funding were combined into a Military Advocate Core with FY2018 budget.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 41.1012 RSMo (Office of Military Advocate) and Section 41.1010 RSMo (Missouri Military Preparedness and Enhancement Commission)

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>41962C</u>
Division: Business and Community Services	
Core: Missouri Technology Corporation (MTC)	HB Section <u>7.035</u>

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	3,500,000	3,500,000
TRF	0	0	0	0
Total	0	0	3,500,000	3,500,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Missouri Technology Investment Fund (0172)
Notes: Requires a GR transfer to MTIF (0172)

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Missouri Technology Investment Fund (0172)
Notes: Requires a GR transfer to MTIF (0172)

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Missouri Technology Corporation co-investments and grant support, Innovation Centers, and Missouri Manufacturing Extension Partnership (MEP) programs.

The Missouri Technology Corporation (MTC) is a public-private partnership created by the Missouri General Assembly to promote entrepreneurship and foster the growth of new and emerging high-tech companies. MTC focuses on 21st Century bioscience industries that build on Missouri's rich history in agriculture. It is governed by a 15-member board of directors appointed by Missouri's Governor, Speaker of the House, and President Pro Tem of the Senate. The President of the University of Missouri System and the Director of the Department of Economic Development are *ex officio* members of the board.

3. PROGRAM LISTING (list programs included in this core funding)

Missouri Technology Corporation (MTC), Innovation Centers and Missouri Manufacturing Extension Partnership (MEP).

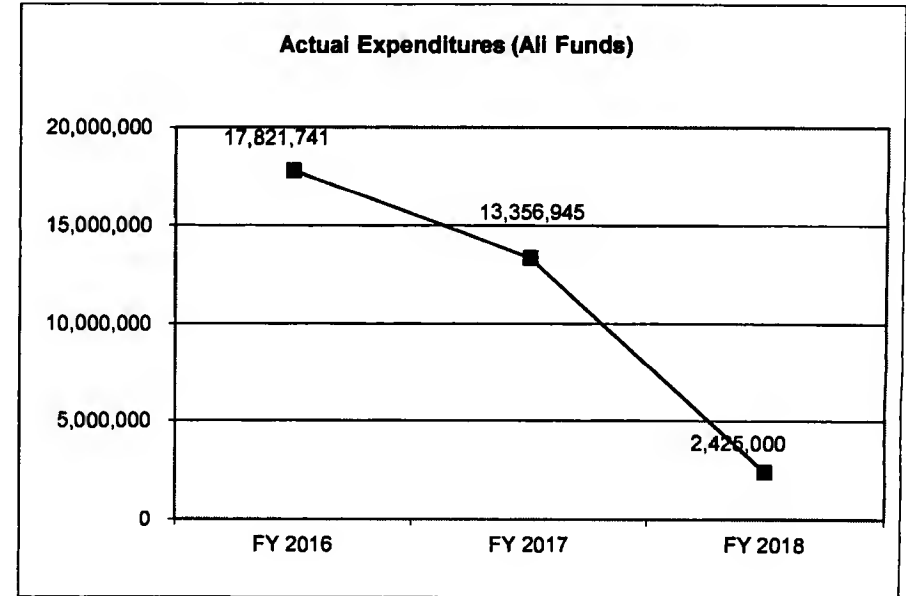
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Missouri Technology Corporation (MTC)

Budget Unit 41962C
HB Section 7.035

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	18,360,000	22,910,000	3,500,000	3,500,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	18,360,000	22,910,000	3,500,000	3,500,000
Actual Expenditures (All Funds)	17,821,741	13,356,945	2,425,000	N/A
Unexpended (All Funds)	538,259	9,553,055	1,075,000	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	538,259	9,553,055	1,075,000	N/A
	(1)	(2)	(3)	



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

- (1) Unexpended amount includes Governor's standard 3% reserve on GR funds from MTC Core, Soybean Research, and Beef Cattle Research less transfer from Lewis and Clark Discovery Fund remaining balance \$12,541.
- (2) Unexpended amount includes Governor's standard 3% GR reserve and restrictions for MTC Core (\$50,000), MU Research Reactor (\$2M) and R&D facility for Bio Char (\$2.5M).
- (3) Unexpended amount includes Governor's standard 3% GR reserve. The GR transfer amount for FY19 was \$2,425,000.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MO TECH CORP-RAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	3,500,000	3,500,000	
	Total	0.00	0	0	3,500,000	3,500,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	3,500,000	3,500,000	
	Total	0.00	0	0	3,500,000	3,500,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	3,500,000	3,500,000	
	Total	0.00	0	0	3,500,000	3,500,000	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
MO TECH CORP-RAM									
CORE									
PROGRAM-SPECIFIC									
MISSOURI TECHNOLOGY INVESTMENT	2,425,000	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00	
TOTAL - PD	2,425,000	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00	
TOTAL	2,425,000	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00	
GRAND TOTAL	\$2,425,000	0.00	\$3,500,000	0.00	\$3,500,000	0.00	\$0	0.00	

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH CORP-RAM								
CORE								
PROGRAM DISTRIBUTIONS	2,425,000	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00
TOTAL - PD	2,425,000	0.00	3,500,000	0.00	3,500,000	0.00	0	0.00
GRAND TOTAL	\$2,425,000	0.00	\$3,500,000	0.00	\$3,500,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$2,425,000	0.00	\$3,500,000	0.00	\$3,500,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.035

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

1a. What strategic priority does this program address?

Grow Missouri's Businesses.

1b. What does this program do?

- MTC helps early-stage entrepreneurial businesses to raise private capital to commercialize new technologies and grow their business by providing: (1) co-investment capital to early-stage entrepreneurial ventures through the MTC IDEA Fund; and, (2) grants to innovation centers, non-profit organizations and research and higher education institutions that help entrepreneurs' to raise capital and to advance the generation and development of new ideas and technologies.
- MTC also provides the state match for the federal Manufacturing Extension Partnership (MEP) program which assists small and medium-sized manufacturers to adopt new technologies and innovative practices to increase their competitiveness in the global marketplace.

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Businesses Served	516	716	540	482	385	559	447	447	447
Number of IDEA Fund Co-investments	N/A	37	N/A	26	36	29	9	0	0
Amount of IDEA Fund Co-Investment	N/A	\$6,362,921	N/A	\$6,477,995	N/A	\$5,135,341	\$2,000,000	\$0	\$0
Amount of Leveraged Investment**	\$115,670,000	\$155,739,476	\$125,000,000	\$198,455,438	\$140,000,000	\$121,033,495	\$100,000,000	\$70,000,000	\$50,000,000

Note 1: The number of clients served includes businesses and entrepreneurs served by innovation centers and MEP that receive financial support through MTC programs.

Note 2: Businesses served-projections reduced by 20% to reflect reduction of funds available to innovation centers and MEP. Assume flat funding for FY2020 and FY2021. The projected number of co-investments for FY2020 and FY2021 assumes no additional funds become available for the IDEA Fund program.

Note 3: The amount of leveraged investment includes the amount of private co-investment received concurrently with an MTC IDEA Fund co-investment and any subsequent private capital raised by MTC portfolio companies.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.035

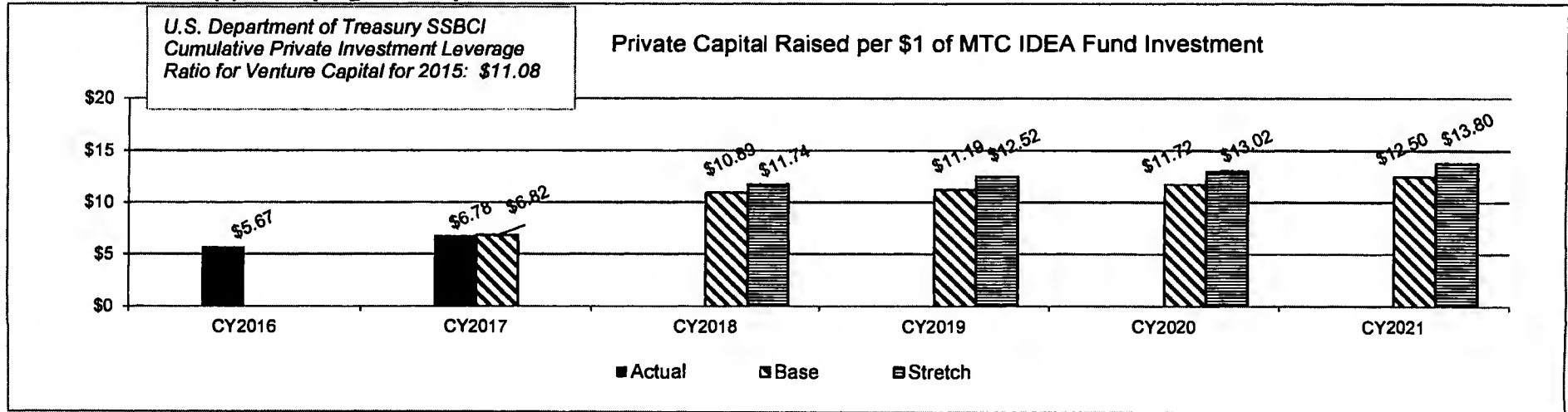
Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

2b. Provide a measure(s) of the program's quality.

An annual survey will be designed for FY2019 that measures quantitative and qualitative metrics for programs including percentage of companies that were able to raise capital, generate increased revenue and create jobs and their satisfaction with working with MTC and supported organizations.

2c. Provide a measure(s) of the program's impact.



Note 1: This ratio is the cumulative amount of private capital raised by participating small businesses divided by the cumulative amount invested by MTC through the IDEA Fund program.

Note 2: This private capital ratio will grow more slowly over time due to the reduced level of MTC IDEA Fund investment in future years but should continue to increase because companies receiving co-investments will report additional private capital for several years after MTC's original co-investment.

Note 3: 2015 was chosen for the benchmark as it was the 5th year of the SSBCI program and aligns with 2018 being the 5th year the IDEA program was funded through state appropriations.

Note 4: Projected data for CY16 is not available.

PROGRAM DESCRIPTION

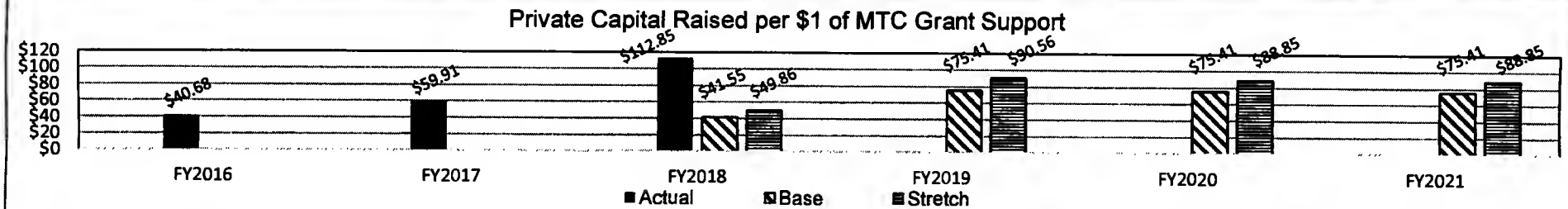
Department: Economic Development

HB Section(s):

7.035

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

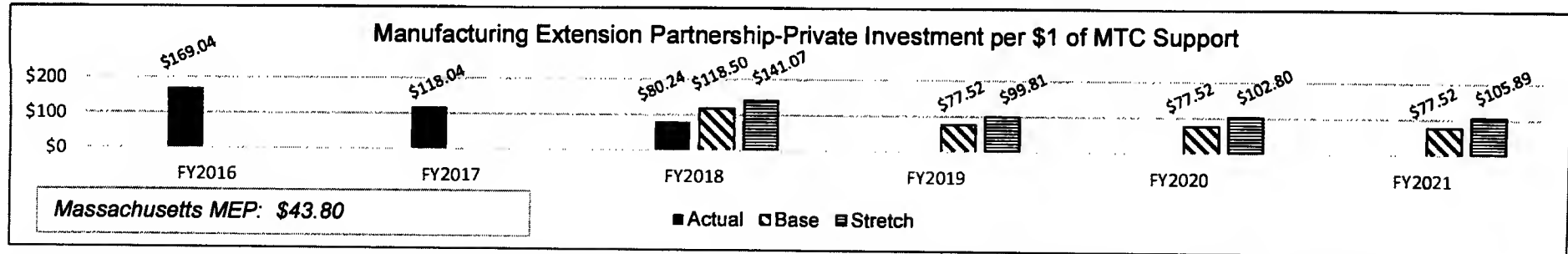


Note 1: This ratio is the amount of private capital raised by small businesses being served by innovation centers and MTC grantees divided by the amount invested by MTC through its grant programs.

Note 2: Ohio's Entrepreneurial Signature Program establishes networks of entrepreneurial assistance services and investment capital within six Ohio geographies to accelerate the growth of early-stage Ohio technology companies. Ohio was selected as a best-in-class, closest comparable program. The total leverage per state funds expended is \$26.36 for the period covering 2/2007-12/2015.

Note 3: Projected data for FY16 and FY17 is not available.

Note 4: This ratio will grow more slowly in FY2019 and FY2020 due to the decrease of funds available for capacity building grants.



Note 1: This ratio is the amount of private investment made by small and medium-sized manufacturers to upgrade and modernize their equipment, operations, processes and training through the assistance of the Manufacturing Extension Partnership (MEP) program divided by the amount provided to MEP through MTC.

Note 2: The Massachusetts MEP program was chosen as the performance benchmark due to its similar classification as a large MEP center by NIST and its similar operation to Missouri Enterprise as a 501c3 organization with an in-house service delivery model. The investment figure reported by MA MEP is \$87.6 million with state funding of \$2 million compared to \$61 million investment reported by MO MEP with \$763,000 in state funding.

Note 3: Projected data for FY16 and FY17 is not available.

Note 4: Base target assumes that private investment ratio remains flat over time; stretch target assumes private investment grows by 3% while funding remains flat.

PROGRAM DESCRIPTION

Department: Economic Development

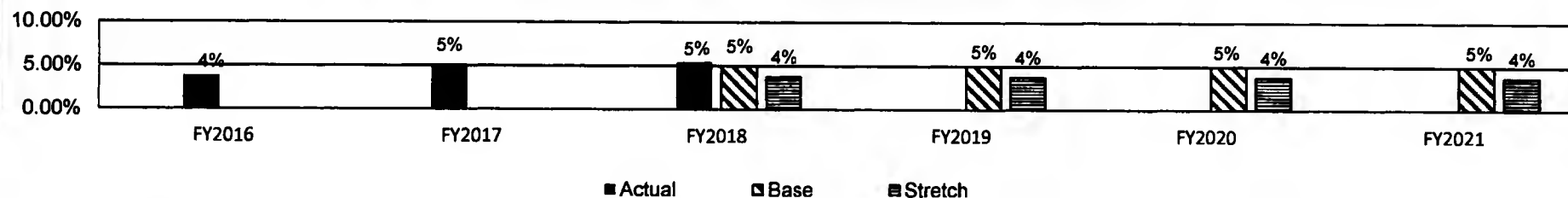
HB Section(s): 7.035

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

2d. Provide a measure(s) of the program's efficiency.

MTC Operating Cost Ratio



Note 1: The MTC operating cost ratio is the amount of MTC operating expenditures divided by the amount of MTC programmatic expenditures.

Note 2: Projected data for FY16 and FY17 is not available.

PROGRAM DESCRIPTION

Department: Economic Development

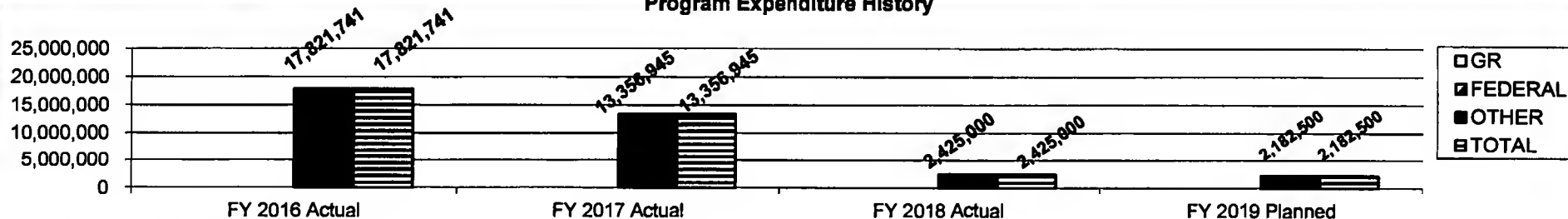
HB Section(s): 7.035

Program Name: Missouri Technology Corporation (MTC)

Program is found in the following core budget(s): Missouri Technology Corporation

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)

Program Expenditure History



Note: Planned Expenditures for GR includes 3% Governor's Reserve from GR transfer.

4. What are the sources of the "Other " funds?

Missouri Technology Investment Fund (0172), requires a General Revenue transfer.

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable)

MTC authorization in Section 348.251-348.275, RSMo; Innovation Center authorization in Section 348.271, RSMo; and MEP authorization is in 15 USC 278K Title 15 Commerce and Foreign Trade, Chapter 11 National Institute of Standards and Technology, Part 290.

6. Are there federal matching requirements? If yes, please explain.

Yes, the MEP program requires a federal match, which is provided by the U.S. Department of Commerce. The program is designed to form a federal/state/private partnership that results in leveraging public funding sources on a two to one basis.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: MO Technology Investment Fund Transfer

Budget Unit 42080C
HB Section 7.040

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	2,250,000	0	0	2,250,000
Total	2,250,000	0	0	2,250,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:
Notes:

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding to support the Missouri Technology Corporation (MTC) and the state's technology programs including: Missouri Manufacturing Extension Partnership (MEP) and the Innovation Centers.

3. PROGRAM LISTING (list programs included in this core funding)

MO Technology Investment Fund Transfer

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: MO Technology Investment Fund Transfer

Budget Unit 42080C

HB Section 7.040

4. FINANCIAL HISTORY

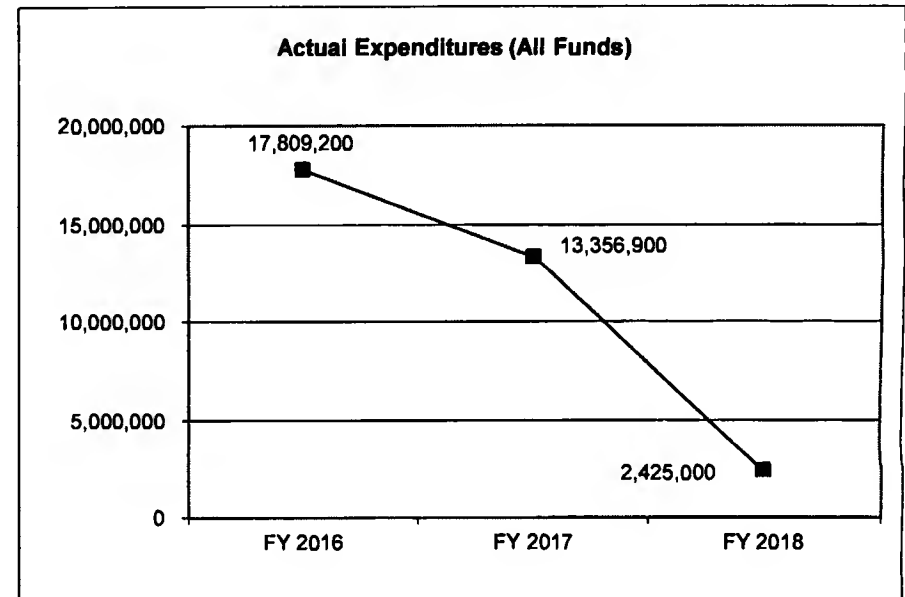
	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	18,360,000	22,910,000	2,500,000	2,250,000
Less Reverted (All Funds)	(550,800)	(550,800)	(75,000)	(67,500)
Less Restricted (All Funds)*	0	(9,002,300)	0	0
Budget Authority (All Funds)	17,809,200	13,356,900	2,425,000	2,182,500
Actual Expenditures (All Funds)	17,809,200	13,356,900	2,425,000	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
		(1)		

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

(1) Funding restricted for new projects including MU Research Reactor (\$2M), R&D Facility for Biochar (\$2.5M) and MTC Core (\$50,000).



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MO TECH INVESTMENT TRANSFER**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	2,250,000	0	0	2,250,000	
	Total	0.00	2,250,000	0	0	2,250,000	
DEPARTMENT CORE REQUEST							
	TRF	0.00	2,250,000	0	0	2,250,000	
	Total	0.00	2,250,000	0	0	2,250,000	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	2,250,000	0	0	2,250,000	
	Total	0.00	2,250,000	0	0	2,250,000	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
MO TECH INVESTMENT TRANSFER									
CORE									
FUND TRANSFERS									
GENERAL REVENUE	2,425,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00	
TOTAL - TRF	2,425,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00	
TOTAL	2,425,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00	
GRAND TOTAL	\$2,425,000	0.00	\$2,250,000	0.00	\$2,250,000	0.00	\$0	0.00	

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO TECH INVESTMENT TRANSFER								
CORE								
TRANSFERS OUT	2,425,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
TOTAL - TRF	2,425,000	0.00	2,250,000	0.00	2,250,000	0.00	0	0.00
GRAND TOTAL	\$2,425,000	0.00	\$2,250,000	0.00	\$2,250,000	0.00	\$0	0.00
GENERAL REVENUE	\$2,425,000	0.00	\$2,250,000	0.00	\$2,250,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.040

Program Name: MO Technology Investment Fund Transfer

Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer

1a. What strategic priority does this program address?

Grow Missouri's Businesses

1b. What does this program do?

Funds transferred to the Missouri Technology Investment Fund are used to support the Missouri Technology Corporation, Missouri Manufacturing Extension Partnership (MEP) and Innovation Centers.

2a. Provide an activity measure(s) for the program.

N/A. This is a transfer appropriation; therefore, refer to the MTC Core for measures.

2b. Provide a measure(s) of the program's quality.

N/A. This is a transfer appropriation; therefore, refer to the MTC Core for measures.

2c. Provide a measure(s) of the program's impact.

N/A. This is a transfer appropriation; therefore, refer to the MTC Core for measures.

2d. Provide a measure(s) of the program's efficiency.

N/A. This is a transfer appropriation; therefore, refer to the MTC Core for measures.

PROGRAM DESCRIPTION

Department: Economic Development

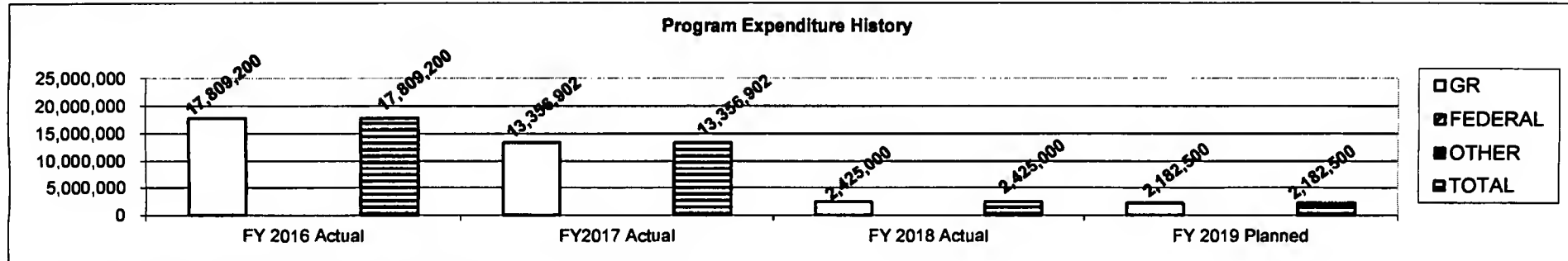
HB Section(s):

7.040

Program Name: MO Technology Investment Fund Transfer

Program is found in the following core budget(s): Missouri Technology Investment Fund Transfer

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Transfer from General Revenue to Missouri Technology Investment Fund (0172). FY17 included transfer from Small Business Development Center Fund (0294) and FY16 included transfer from Lewis and Clark Discovery Fund (0790) to transfer remaining fund balances.

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 348.251 - 348.272, RSMo.

6. Are there federal matching requirements? If yes, please explain.

Yes, for the Missouri Manufactured Extension Partnership program.

7. Is this a federally mandated program? If yes, please explain.

No

CORE DECISION ITEM

Department: Economic Development					Budget Unit <u>42165C</u>				
Division: Business and Community Services					HB Section <u>7.045</u>				
Core: Community Development Block Grant (CDBG)									

1. CORE FINANCIAL SUMMARY									
FY 2020 Budget Request					FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	171,979	811,716	0	983,695	PS	0	0	0	0
EE	88,171	1,066,451	0	1,154,622	EE	0	0	0	0
PSD	0	104,183,800	0	104,183,800	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	260,150	106,061,967	0	106,322,117	Total	0	0	0	0
FTE	5.65	10.59	0.00	16.24	FTE	0.00	0.00	0.00	0.00
Est. Fringe	123,660	380,891	0	504,551	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
Notes:					Notes:				

2. CORE DESCRIPTION
<p>The Community Development Block Grant (CDBG) program provides grants to non-entitlement cities (municipalities with populations under 50,000) and counties (populations under 200,000) for community development activities that: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety. Typical projects include: (1) infrastructure expansion and improvement (water, sewer, bridge, street, drainage); (2) community facility improvements and additions (senior centers, food banks, fire stations, child education centers, etc.); (3) projects that help communities with demolition of vacant, dilapidated structures; (4) economic development to help communities grow local businesses, attract new businesses, and provide crucial capital to spur entrepreneurship; and (5) emergency/disaster funding that provides assistance to communities to address conditions that pose a serious and immediate threat to the health and welfare of the community.</p> <p>Of the federal program distribution amount, \$35 million is appropriated for authorization of funding in the current Fiscal Year and the remainder is appropriated for previous Fiscal Year authorizations.</p>

3. PROGRAM LISTING (list programs included in this core funding)
Community Development Block Grant Program

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Community Development Block Grant (CDBG)

Budget Unit 42165C
HB Section 7.045

4. FINANCIAL HISTORY

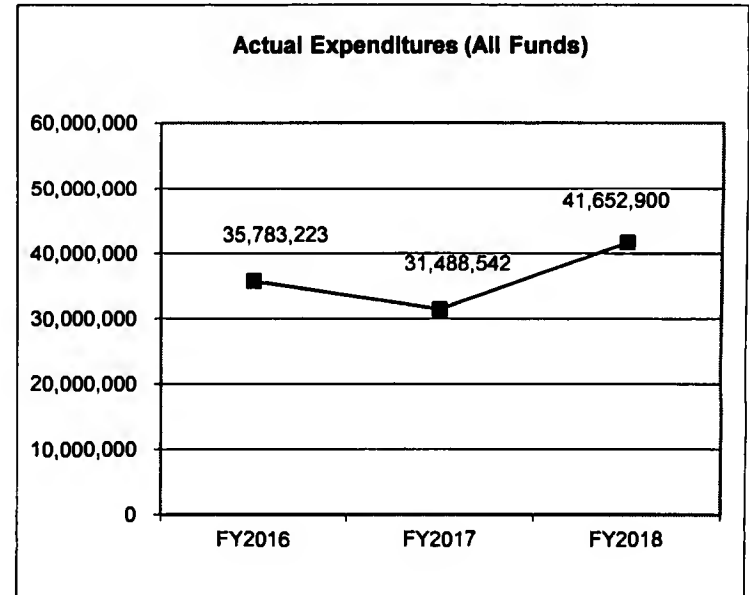
	FY2016 Actual	FY2017 Actual	FY2018 Actual	FY2019 Current Yr.
Appropriation (All Funds)	73,018,242	63,036,002	51,403,550	106,322,117
Less Reverted (All Funds)	(7,555)	(7,613)	(7,745)	(7,805)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	73,010,687	63,028,389	51,395,805	106,314,312
Actual Expenditures (All Funds)	35,783,223	31,488,542	41,652,900	N/A
Unexpended (All Funds)	37,227,464	31,539,847	9,742,905	N/A
Unexpended, by Fund:				
General Revenue	47,064	5,855	97,862	N/A
Federal	37,180,400	29,533,992	9,645,043	N/A
Other	0	2,000,000	0	N/A
	(1) and (2)	(2) and (3)		

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

- (1) GR and Federal PS, E&E and corresponding FTE transferred from BCS Teams and consolidated under CDBG Program.
- (2) \$2M appropriation from Humanities Council Trust Fund was a one-time appropriation and expended in FY16.
- (3) Compliance Team PS, E&E and corresponding FTE transferred to the CDBG Program.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
CDBG PROGRAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
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TAFP AFTER VETOES

PS	16.24	171,979	811,716	0	983,695	
EE	0.00	88,171	1,066,451	0	1,154,622	
PD	0.00	0	104,183,800	0	104,183,800	
Total	16.24	260,150	106,061,967	0	106,322,117	

DEPARTMENT CORE REQUEST

PS	16.24	171,979	811,716	0	983,695	
EE	0.00	88,171	1,066,451	0	1,154,622	
PD	0.00	0	104,183,800	0	104,183,800	
Total	16.24	260,150	106,061,967	0	106,322,117	

GOVERNOR'S RECOMMENDED CORE

PS	16.24	171,979	811,716	0	983,695	
EE	0.00	88,171	1,066,451	0	1,154,622	
PD	0.00	0	104,183,800	0	104,183,800	
Total	16.24	260,150	106,061,967	0	106,322,117	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
CDBG PROGRAM									
CORE									
PERSONAL SERVICES									
GENERAL REVENUE	155,200	2.55	171,979	5.65	171,979	5.65	0	0.00	
DED-ED PRO-CDBG-ADMINISTRATION	433,543	9.38	811,716	10.59	811,716	10.59	0	0.00	
TOTAL - PS	588,743	11.93	983,695	16.24	983,695	16.24	0	0.00	
EXPENSE & EQUIPMENT									
GENERAL REVENUE	85,526	0.00	88,171	0.00	88,171	0.00	0	0.00	
DED-ED PRO -CDBG- PASSTHROUGH	9,989	0.00	866,200	0.00	866,200	0.00	0	0.00	
DED-ED PRO-CDBG-ADMINISTRATION	91,716	0.00	200,251	0.00	200,251	0.00	0	0.00	
TOTAL - EE	187,231	0.00	1,154,622	0.00	1,154,622	0.00	0	0.00	
PROGRAM-SPECIFIC									
DED-ED PRO -CDBG- PASSTHROUGH	40,876,784	0.00	104,133,800	0.00	104,133,800	0.00	0	0.00	
DED-ED PRO-CDBG-ADMINISTRATION	142	0.00	50,000	0.00	50,000	0.00	0	0.00	
TOTAL - PD	40,876,926	0.00	104,183,800	0.00	104,183,800	0.00	0	0.00	
TOTAL	41,652,900	11.93	106,322,117	16.24	106,322,117	16.24	0	0.00	
Pay Plan FY19-Cost to Continue - 0000013									
PERSONAL SERVICES									
GENERAL REVENUE	0	0.00	0	0.00	1,987	0.00	0	0.00	
DED-ED PRO-CDBG-ADMINISTRATION	0	0.00	0	0.00	4,750	0.00	0	0.00	
TOTAL - PS	0	0.00	0	0.00	6,737	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	6,737	0.00	0	0.00	
GRAND TOTAL	\$41,652,900	11.93	\$106,322,117	16.24	\$106,328,854	16.24	\$0	0.00	

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FLEXIBILITY REQUEST FORM

BUDGET UNIT NUMBER: 42165C BUDGET UNIT NAME: Community Development Block Grant HOUSE BILL SECTION: 7.045	DEPARTMENT: Economic Development DIVISION: Business and Community Services
1. Provide the amount by fund of personal service flexibility and the amount by fund of expense and equipment flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed. If flexibility is being requested among divisions, provide the amount by fund of flexibility you are requesting in dollar and percentage terms and explain why the flexibility is needed.	
DEPARTMENT REQUEST	
<p>The department is requesting 10% flexibility between the Personal Service and Expense and Equipment appropriations for Community Development Block Grant (CDBG) Team. This flexibility is needed to ensure our ability to immediately address any identified operational modifications in order to provide the highest quality services to Missourians. Areas of need include special or emergency projects and staff assistance for businesses, training for employees, purchase of supplies and other equipment to make the division more efficient.</p> <p>- General Revenue: GR PS (9361-0101) - \$171,979 * 10% = \$17,1968 and GR EE (9362-0101) - \$88,171 * 10% = \$8,817 - Federal Fund: Federal PS (9359-0123) - \$811,716 * 10% = \$81,172 and Federal EE (9360-0123) - \$250,251 * 10% = \$25,025</p>	
2. Estimate how much flexibility will be used for the budget year. How much flexibility was used in the Prior Year Budget and the Current Year Budget? Please specify the amount.	
PRIOR YEAR ACTUAL AMOUNT OF FLEXIBILITY USED	CURRENT YEAR ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED
\$0	Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.
BUDGET REQUEST ESTIMATED AMOUNT OF FLEXIBILITY THAT WILL BE USED	
Expenditures in PS and E&E will differ annually based on needs to cover operational expenses, address emergency and changing situations, etc.	
3. Please explain how flexibility was used in the prior and/or current years.	
PRIOR YEAR EXPLAIN ACTUAL USE	CURRENT YEAR EXPLAIN PLANNED USE
In FY 2018, the CDBG Team flexed \$0.	In FY2019, the CDBG Team currently does not have flexibility between the PS and E&E appropriations.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
CDBG PROGRAM								
CORE								
ADMIN OFFICE SUPPORT ASSISTANT	0	0.00	19,246	1.23	19,246	1.23	0	0.00
ACCOUNT CLERK II	0	0.00	35,317	0.92	35,317	0.92	0	0.00
MARKETING SPECIALIST I	0	0.00	18,871	0.45	18,871	0.45	0	0.00
MARKETING SPECIALIST II	8,369	0.21	0	0.00	0	0.00	0	0.00
MARKETING SPECIALIST III	29,831	0.54	73,874	0.90	73,874	0.90	0	0.00
ECONOMIC DEV INCENTIVE SPEC I	76,711	2.19	67,355	1.12	67,355	1.12	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	101,616	2.51	54,371	1.60	54,371	1.60	0	0.00
ECONOMIC DEV INCENTIVE SPC III	233,932	4.58	390,304	6.15	390,304	6.15	0	0.00
COMMUNITY & ECONOMIC DEV MGRB1	10,695	0.16	68,224	0.62	68,224	0.62	0	0.00
COMMUNITY & ECONOMIC DEV MGRB2	96,830	1.42	190,391	2.60	190,391	2.60	0	0.00
DIVISION DIRECTOR	26,734	0.25	43,278	0.15	43,278	0.15	0	0.00
MISCELLANEOUS PROFESSIONAL	4,025	0.07	0	0.00	0	0.00	0	0.00
SPECIAL ASST PROFESSIONAL	0	0.00	22,464	0.50	22,464	0.50	0	0.00
TOTAL - PS	588,743	11.93	983,695	16.24	983,695	16.24	0	0.00
TRAVEL, IN-STATE	30,545	0.00	73,635	0.00	73,635	0.00	0	0.00
TRAVEL, OUT-OF-STATE	20,518	0.00	7,666	0.00	7,666	0.00	0	0.00
FUEL & UTILITIES	0	0.00	7,360	0.00	7,360	0.00	0	0.00
SUPPLIES	16,585	0.00	29,022	0.00	29,022	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	21,340	0.00	76,485	0.00	76,485	0.00	0	0.00
COMMUNICATION SERV & SUPP	19,756	0.00	15,268	0.00	15,268	0.00	0	0.00
PROFESSIONAL SERVICES	72,632	0.00	893,254	0.00	893,254	0.00	0	0.00
HOUSEKEEPING & JANITORIAL SERV	0	0.00	1	0.00	1	0.00	0	0.00
M&R SERVICES	778	0.00	9,822	0.00	9,822	0.00	0	0.00
COMPUTER EQUIPMENT	0	0.00	2	0.00	2	0.00	0	0.00
MOTORIZED EQUIPMENT	0	0.00	7,904	0.00	7,904	0.00	0	0.00
OFFICE EQUIPMENT	0	0.00	4,864	0.00	4,864	0.00	0	0.00
OTHER EQUIPMENT	2,942	0.00	3,649	0.00	3,649	0.00	0	0.00
PROPERTY & IMPROVEMENTS	0	0.00	511	0.00	511	0.00	0	0.00
BUILDING LEASE PAYMENTS	340	0.00	1,945	0.00	1,945	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	0	0.00	3,933	0.00	3,933	0.00	0	0.00
MISCELLANEOUS EXPENSES	1,795	0.00	7,302	0.00	7,302	0.00	0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2016	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
CDBG PROGRAM								
CORE								
REBILLABLE EXPENSES	0	0.00	11,999	0.00	11,999	0.00	0	0.00
TOTAL - EE	187,231	0.00	1,154,622	0.00	1,154,622	0.00	0	0.00
PROGRAM DISTRIBUTIONS	40,876,926	0.00	104,183,800	0.00	104,183,800	0.00	0	0.00
TOTAL - PD	40,876,926	0.00	104,163,600	0.00	104,163,600	0.00	0	0.00
GRAND TOTAL	\$41,652,900	11.93	\$106,322,117	16.24	\$106,322,117	16.24	\$0	0.00
GENERAL REVENUE	\$240,726	2.55	\$260,150	5.65	\$260,150	5.65		0.00
FEDERAL FUNDS	\$41,412,174	9.38	\$106,061,967	10.59	\$106,061,967	10.59		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections:

7.045

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

- The Community Development Block Grant (CDBG) program provides grant funding for community development projects that must meet one or more of the following criteria: (1) benefit at least 51% low and moderate income persons; (2) eliminate slum and blight; or (3) meet urgent threats to health and safety.
- CDBG is a flexible, federally-funded program that provides grants to non-entitlement cities (municipalities with populations under 50,000) and counties (with populations under 200,000) with resources to address a wide range of unique community development needs.
- Typical projects include: (1) infrastructure expansion and improvement (water, sewer, bridge, street, drainage); (2) community facility improvements and additions (senior centers, food banks, fire stations, child education centers, etc.); (3) projects that help communities with demolition of vacant, dilapidated structures; (4) economic development to help communities grow local businesses, attract new businesses, and provide crucial capital to spur entrepreneurship; and (5) emergency funding that provides assistance to communities to address conditions that pose a serious and immediate threat to the health and welfare of the community.

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual*	Projected	Projected	Projected
Actual Funds Expended	N/A	\$33M	N/A	\$30.1M	N/A	\$40.8M	\$55M	\$70M	\$85M
Number of CDBG Projects	N/A	57	N/A	73	70	82	70	67	70
Beneficiaries Served	N/A	107,088	N/A	84,214	104,390	475,214	222,172	260,533	319,306
Leveraged Funds**	N/A	\$30.4M	N/A	\$38.8M	\$34.6M	\$134.5M	\$57.7M	\$77M	\$89.8M

Note 1: Results reported under Number of CDBG Projects, Beneficiaries Served, and Leveraged Funds are for completed projects per Fiscal Year. The number of completed projects and beneficiaries served can vary each year, so projections are difficult to estimate.

Note 2: A beneficiary is defined as a person who has been served by, or who has benefitted from, a CDBG project completed in a particular fiscal year (51% of beneficiaries must be low to moderate income persons.)

***Note 3:** The actual measures reported in FY2018 are much higher than projected due to several disaster grant projects being closed out during FY18.

****Note 4:** Leveraged funds are non-CDBG funds (local, state, federal, or private) that are used in conjunction with CDBG funds to aid in financing a particular project.

Note 5: Projections for Actual Funds Expended in FY19, FY20, and FY21 are based on upcoming supplemental HUD CDBG disaster funding; Other Projected measures based on average of previous 3 years.

Note 6: This are new measures; therefore, Projected data for FY16 and FY17 is not available.

PROGRAM DESCRIPTION

Department: Economic Development

HB Sections:

7.045

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

2b. Provide a measure(s) of the program's quality.

Customer Satisfaction Survey

	FY2018	FY2019	FY2020	FY2021
	Actual	Projected	Projected	Projected
Customers Satisfied with Knowledge of CDBG Staff	90.5%	96.0%	96.5%	97.0%
Customers Satisfied with Assistance Received from CDBG Staff	90.8%	97.0%	97.5%	98.0%
Customers Satisfied with Ease of Application Process & Forms	72.3%	75.0%	80.0%	85.0%

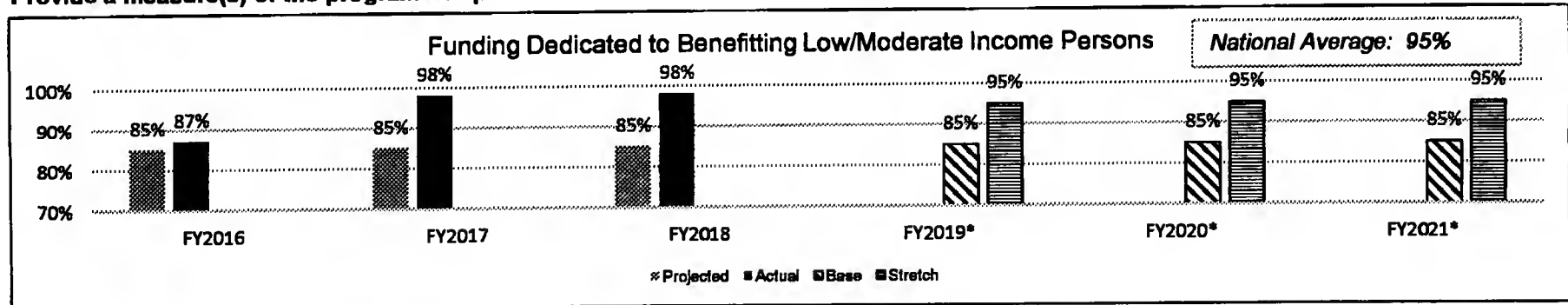
Note 1: 44 customers responded to the satisfaction survey.

Note 2: Results of customer survey depicts percentage of respondents that were somewhat or very satisfied.

Note 3: First year of survey, so previous year results not available.

Note 4: Staff will continue to strive to provide good customer service. Staff will also continue to look for ways to streamline and review the application process while still complying with federal and state regulations.

2c. Provide a measure(s) of the program's impact.



Note 1: Calculated by dividing the dollar amount of approved projects in a FY that will benefit LMI persons by the total dollar amount of the grant.

Note 2: HUD requires that a minimum of 70% of the state's annual allocation be awarded on projects benefitting low and moderate income (LMI) persons; however, it is Missouri's goal that at least 85% of the projects will benefit LMI persons, so this is the Base target.

*Note 3: Stretch target is set at 95% due to the fact that demolition (slum and blight national objective) and emergency (urgent threat national objective) projects might also need to be funded, and those national objectives do not require a 51% LMI benefit; therefore, Stretch includes a "cushion" for those emergency projects.

PROGRAM DESCRIPTION

Department: Economic Development

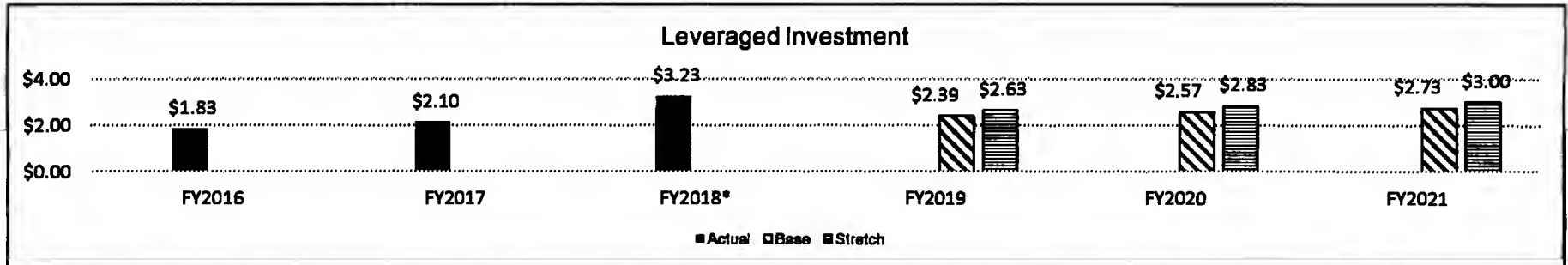
HB Sections:

7.045

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

2c. Provide a measure(s) of the program's impact (continued).



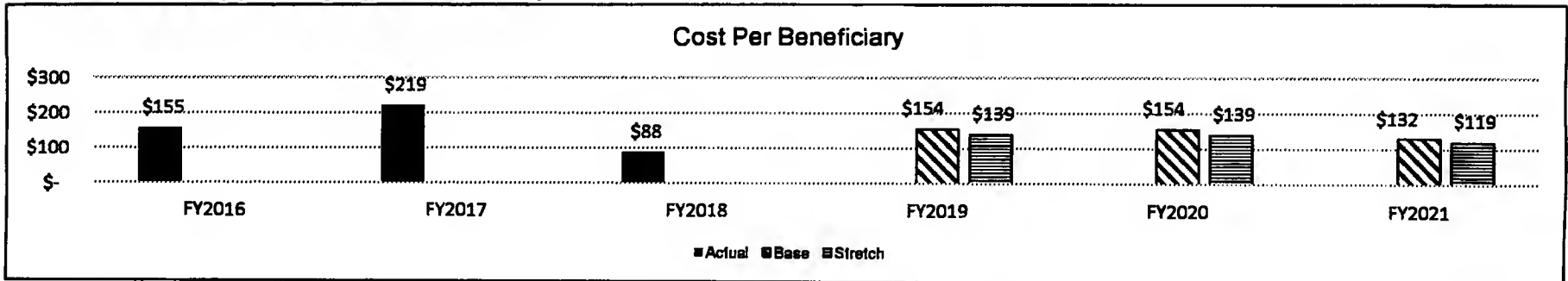
Note 1: Calculation based on leveraged project investment of completed projects divided by CDBG grant expenditures. Leveraged funds are non-CDBG funds (local, state, federal, or private) that are used in conjunction with CDBG funds to aid in financing a particular project.

***Note 2:** FY18 amount is higher than previous due to several disaster projects being closed out during the FY.

Note 3: Base target is average of previous 2 years and Stretch target is a 10% increase over Base.

Note 4: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Costs were based on the amount of grant funds awarded to the closed projects in each fiscal year divided by the number of beneficiaries served.

Note 2: A beneficiary is defined as a person who has been served by, or who has benefitted from, a CDBG project completed in a particular fiscal year (51% of beneficiaries must be low to moderate income persons.)

Note 3: Base target is average of previous 3 years and Stretch target is a 10% decrease over Base.

Note 4: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

PROGRAM DESCRIPTION

Department: Economic Development

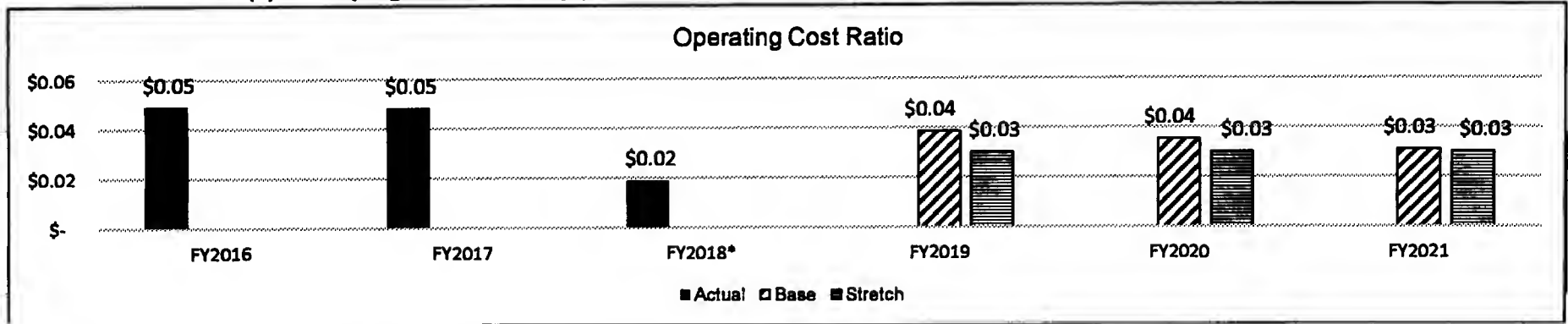
HB Sections:

7.045

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

2d. Provide a measure(s) of the program's efficiency (continued).



Note 1: This ratio depicts the administrative costs of operating the CDBG program versus the amount of grant funds expended.

*Note 2: Cost ratio in FY18 is much lower than previous years, due to close out of several past disaster projects during the FY.

Note 3: Base is average of previous 3 years.

Note 4: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

PROGRAM DESCRIPTION

Department: Economic Development

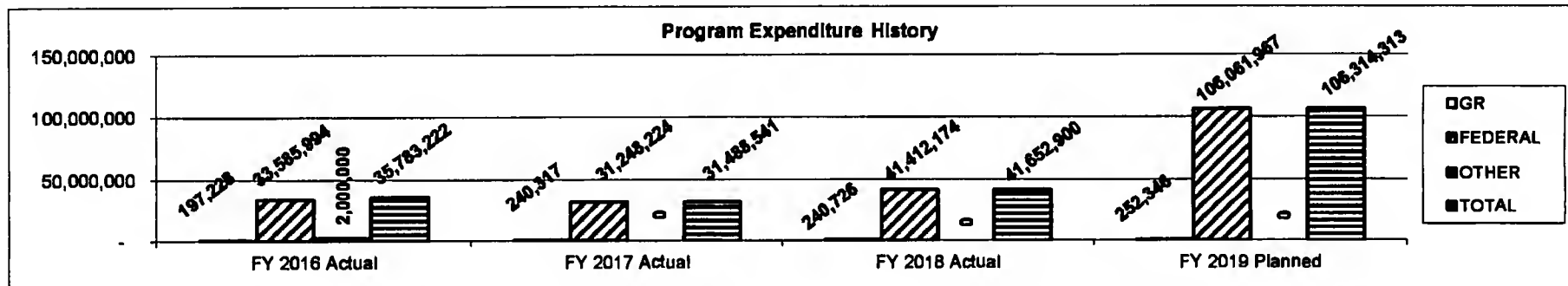
HB Sections:

7.045

Program Name: Community Development Block Grant Program

Program is found in the following core budget(s): CDBG Program

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note 1: In FY16, GR and Federal PS, E&E and corresponding FTE transferred from BCS Teams and consolidated under CDBG program.

Note 2: Planned GR Expenditures reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

FY16: Missouri Humanities Council Trust Fund (0177) for one-time appropriation expended in FY16.

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

42 USC Section 5301 et. Seq., 24 CFR Part 570, and the MO Consolidated Plan submitted to the US Dept of Housing and Urban Development.

6. Are there federal matching requirements? If yes, please explain.

Yes, a \$1 for \$1 match required for a portion of the administrative funds. The applicable administrative funds equal 2% of the total appropriation. Soft costs are an eligible match.

7. Is this a federally mandated program? If yes, please explain.

The program is a formula block grant provided to the State of Missouri; 70% of which is provided to the entitlement cities, 30% of which is provided to the non-entitlement balance of the state. That 30% portion is administered by DED.

CORE DECISION ITEM

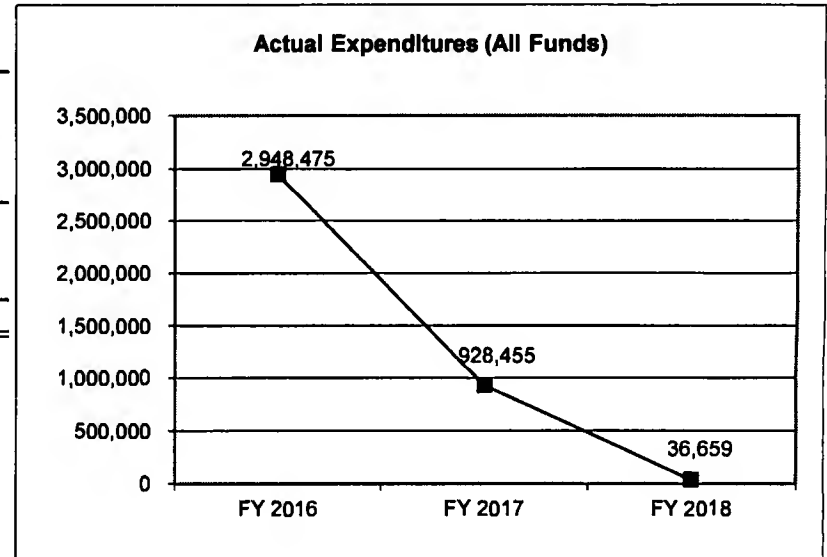
Department: Economic Development					Budget Unit <u>42170C</u>				
Division: Business and Community Services									
Core: State Small Business Credit Initiative (SSBCI)					HB Section <u>7.050</u>				
1. CORE FINANCIAL SUMMARY									
	FY 2020 Budget Request					FY 2020 Governor's Recommendation			
	GR	Federal	Other	Total		GR	Federal	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	2,000,000	0	2,000,000	PSD	0		0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	2,000,000	0	2,000,000	Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00	FTE	0.00	0.00	0.00	0.00
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>					<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				
Other Funds:					Other Funds:				
Notes:					Notes:				
2. CORE DESCRIPTION									
<p>The State Small Business Credit Initiative (SSBCI) Act of 2010 appropriated funds to be disbursed by the U.S. Department of Treasury to states that have created programs to increase the amount of private capital made available to small businesses and to cover reasonable administrative expenses. The State of Missouri was approved to receive an allocation of \$27 million through the Department of Economic Development, which implemented programs to assist Missouri small businesses in accessing credit and venture capital to create jobs for Missourians. Missouri's approved plan dedicated \$24.8 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement (IDEA) seed and venture capital funds and \$2.2 million to the Grow Missouri Loan Participation Fund.</p> <p>The current appropriation authority allows for the spending of GROW loan repayments, which as funds are paid back will be spent on additional projects.</p>									
3. PROGRAM LISTING (list programs included in this core funding)									
State Small Business Credit Initiative									

CORE DECISION ITEM

Department: Economic Development	Budget Unit <u>42170C</u>
Division: Business and Community Services	
Core: State Small Business Credit Initiative (SSBCI)	HB Section <u>7.050</u>

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	9,386,222	9,386,222	6,000,000	2,000,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	9,386,222	9,386,222	6,000,000	2,000,000
Actual Expenditures (All Funds)	2,948,475	928,455	36,659	N/A
Unexpended (All Funds)	6,437,747	8,457,767	5,963,341	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	6,437,747	8,457,767	5,963,341	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
SMALL BUSINESS CREDIT**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	2,000,000	0	2,000,000	
	Total	0.00	0	2,000,000	0	2,000,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	2,000,000	0	2,000,000	
	Total	0.00	0	2,000,000	0	2,000,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	2,000,000	0	2,000,000	
	Total	0.00	0	2,000,000	0	2,000,000	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
SMALL BUSINESS CREDIT									
CORE									
PROGRAM-SPECIFIC									
DED-ED PROGRAMS-FEDERAL OTHER	36,659	0.00	2,000,000	0.00	2,000,000	0.00	0	0.00	
TOTAL - PD	36,659	0.00	2,000,000	0.00	2,000,000	0.00	0	0.00	
TOTAL	36,659	0.00	2,000,000	0.00	2,000,000	0.00	0	0.00	
GRAND TOTAL	\$36,659	0.00	\$2,000,000	0.00	\$2,000,000	0.00	\$0	0.00	

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
SMALL BUSINESS CREDIT								
CORE								
PROGRAM DISTRIBUTIONS	36,659	0.00	2,000,000	0.00	2,000,000	0.00	0	0.00
TOTAL - PD	36,659	0.00	2,000,000	0.00	2,000,000	0.00	0	0.00
GRAND TOTAL	\$36,659	0.00	\$2,000,000	0.00	\$2,000,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$36,659	0.00	\$2,000,000	0.00	\$2,000,000	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.050

Program Name: State Small Business Credit Initiative (SSBCI)

Program is found in the following core budget(s): State Small Business Credit Initiative

1a. What strategic priority does this program address?

Grow Missouri's Businesses

1b. What does this program do?

- The State Small Business Credit Initiative (SSBCI) was created by the federal Small Business Jobs Act of 2010 which authorized the U.S. Department of Treasury to disburse federal funds to state programs in order to increase the amount of private capital made available to small businesses through debt and equity financing.
- In 2011, the State of Missouri was approved to receive an allocation of \$27 million through the Department of Economic Development.
- Missouri's approved plan dedicated \$24.8 million to establish the high-tech Missouri Innovation, Development and Entrepreneurial Advancement (IDEA) seed and venture capital funds and \$2.2 million to the Grow Missouri Loan Participation Fund.
- The IDEA program was administered by the Missouri Technology Corporation and provided equity, convertible debt and low-interest debt financing to startup and early-stage technology-driven businesses through co-investment with private investors on private market financial terms to help high-tech Missouri entrepreneurs overcome the principal challenges of launching new technology start-ups by accelerating private investment that resulted in high-paying jobs in targeted high-tech clusters.
- The Grow Missouri Loan program was administered by the DED Division of Business and Community Service and provided a flexible loan to targeted companies in order to facilitate the complete funding of a business expansion or retention project.

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of IDEA Co-Investments	10	8	6	9	8	6	9	0	0

Note 1: DED received 29 applications for the GROW loan program; 26 applications were withdrawn or denied funding due to ineligibility or unavailable funds. Three projects were approved totaling \$2.1M. Due to low activity, DED transferred the balance of SSBCI funds to the MTC's IDEA program in FY2014. This transaction was approved by the U.S. Department of Treasury.

2b. Provide a measure(s) of the program's quality.

SSBCI funding was exhausted in FY2018; therefore, a measure of the program's quality is represented by Leveraged Investment in 2c.

PROGRAM DESCRIPTION

Department: Economic Development

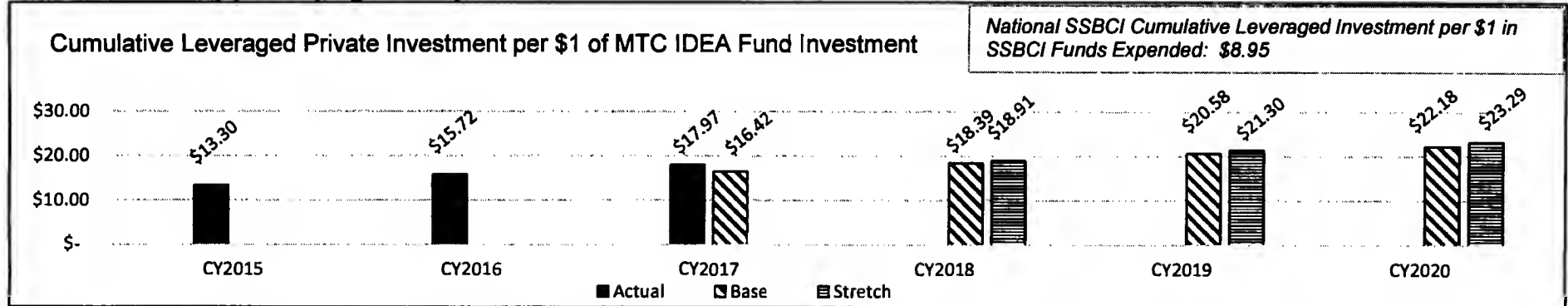
HB Section(s):

7.050

Program Name: State Small Business Credit Initiative (SSBCI)

Program is found in the following core budget(s): State Small Business Credit Initiative

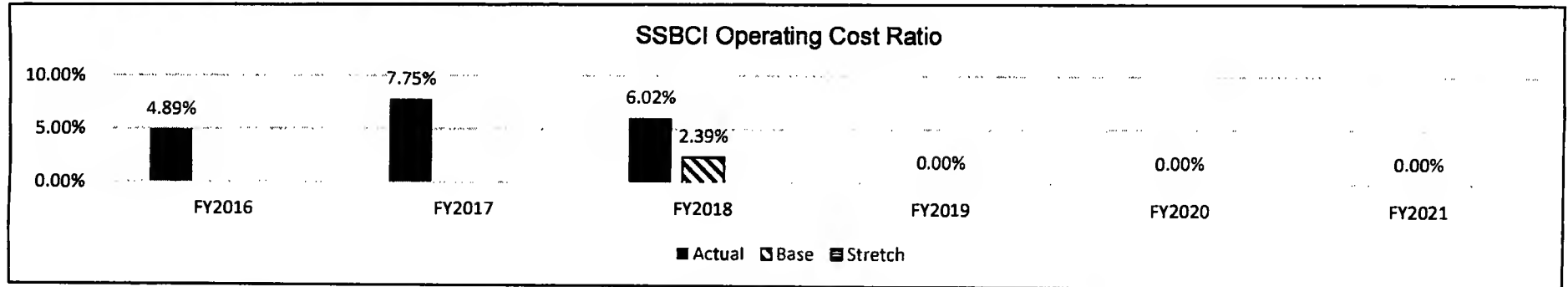
2c. Provide a measure(s) of the program's impact.



Note 1: The cumulative leveraged investment ratio is calculated by dividing the total amount of leveraged capital by the amount of SSBCI funds invested over the life of the program. This ratio is one that is tracked and reported by the U.S. Department of Treasury. The Small Business Jobs Act set an aspirational target of \$10:\$1.

Note 2: SSBCI funding was exhausted in FY2018; however, Base and Stretch Targets for CY17-CY20 reflect subsequent private financing of existing portfolio companies.

2d. Provide a measure(s) of the program's efficiency.



Note 1: The SSBCI Operating Cost Ratio is the operating costs to administer SSBCI investments shown as a percentage of the amount of SSBCI funds delivered to businesses.

Note 2: SSBCI funding was exhausted in FY2018; therefore, Base Targets for FY19 and FY20 and Stretch Targets for FY18-FY21 are not provided.

PROGRAM DESCRIPTION

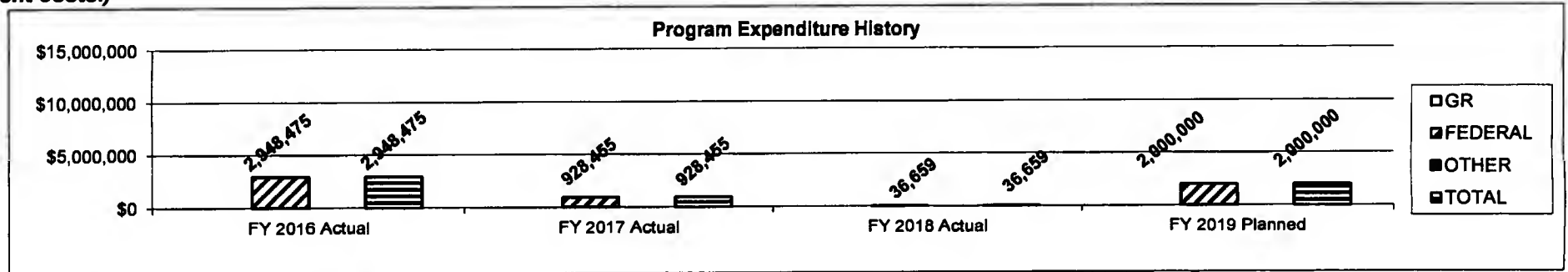
Department: Economic Development

HB Section(s): 7.050

Program Name: State Small Business Credit Initiative (SSBCI)

Program is found in the following core budget(s): State Small Business Credit Initiative

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: FY2018 Actual includes the remaining cash in the fund.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Title III of the Small Business Jobs Act of 2010, Public Law 111-240, 124 Stat. 2568, 2582

6. Are there federal matching requirements? If yes, please explain.

No.

7. Is this a federally mandated program? If yes, please explain.

No.

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Main Street Program

Budget Unit 42140C

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	300,000	300,000
TRF	0	0	0	0
Total	0	0	300,000	300,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds: Economic Development Advancement Fund (0783)

Notes:

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
<i>Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.</i>				

Other Funds: Economic Development Advancement Fund (0783)

Notes:

2. CORE DESCRIPTION

This core decision item establishes the spending authority for the Main Street Program, administered by the Missouri Main Street Connection (MMSC), a non-profit. The Department of Economic Development (DED) contracts with the MMSC programs on behalf of Missouri communities. The program provides technical assistance and training for cities' governments, business organizations, merchants and property owners to accomplish community and economic revitalization and development of older central business districts and neighborhoods.

MMSC pays a membership to the National Main Street organization which provides the services of a Senior Program Officer to review the communities progress and accomplishments and to determine if they are meeting the 10 designated criteria established by National Main Street Center to become nationally recongnized.

3. PROGRAM LISTING (list programs included in this core funding)

Main Street Program

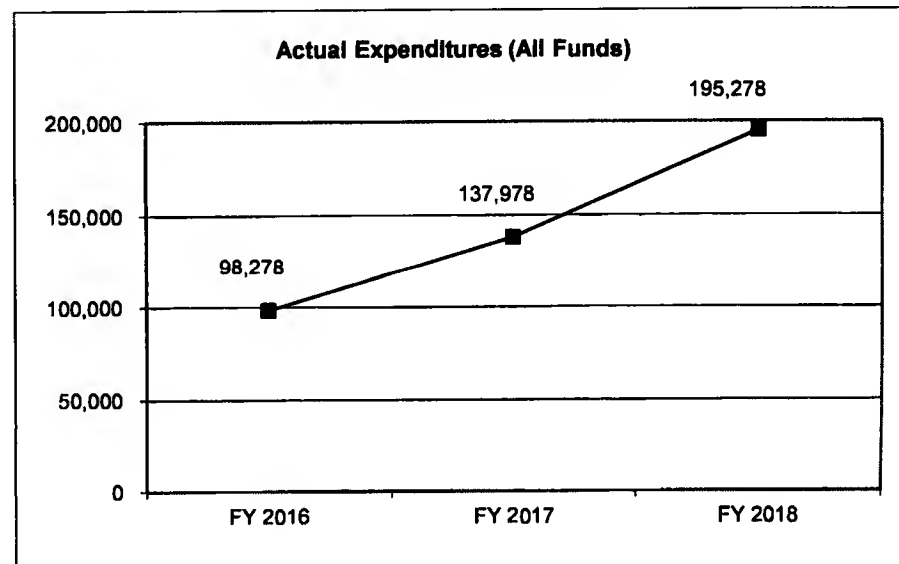
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Main Street Program

Budget Unit 42140C

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	100,000	200,000	200,000	300,000
Less Reverted (All Funds)	(1,722)	(4,722)	(4,722)	0
Less Restricted (All Funds)*	0	(57,300)	0	
Budget Authority (All Funds)	98,278	137,978	195,278	300,000
Actual Expenditures (All Funds)	98,278	137,978	195,278	N/A
Unexpended (All Funds)	0	0	0	N/A
Unexpended, by Fund:				
General Revenue	0	57,300	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)	(2)		



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:
 (1) Source of appropriation was GR and EDAF (0783).
 (2) GR restriction.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MAINSTREET PROGRAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
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TAFP AFTER VETOES

	PD	0.00	0	0	300,000	300,000	
	Total	0.00	0	0	300,000	300,000	

DEPARTMENT CORE REQUEST

	PD	0.00	0	0	300,000	300,000	
	Total	0.00	0	0	300,000	300,000	

GOVERNOR'S RECOMMENDED CORE

	PD	0.00	0	0	300,000	300,000	
	Total	0.00	0	0	300,000	300,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MAINSTREET PROGRAM								
CORE								
PROGRAM-SPECIFIC								
GENERAL REVENUE	152,664	0.00	0	0.00	0	0.00	0	0.00
ECON DEVELOP ADVANCEMENT FUND	42,614	0.00	300,000	0.00	300,000	0.00	0	0.00
TOTAL - PD	195,278	0.00	300,000	0.00	300,000	0.00	0	0.00
TOTAL	195,278	0.00	300,000	0.00	300,000	0.00	0	0.00
GRAND TOTAL	\$195,278	0.00	\$300,000	0.00	\$300,000	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MAINSTREET PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	195,278	0.00	300,000	0.00	300,000	0.00	0	0.00
TOTAL - PD	195,278	0.00	300,000	0.00	300,000	0.00	0	0.00
GRAND TOTAL	\$195,278	0.00	\$300,000	0.00	\$300,000	0.00	\$0	0.00
GENERAL REVENUE	\$152,664	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$42,614	0.00	\$300,000	0.00	\$300,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.051

Program Name: Main Street Program

Program is found in the following core budget(s): Main Street

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

- The purpose of the Main Street Program is to provide educational workshops, technical assistance and training of individuals for local governments, business organizations, merchants and property owners so that they can achieve accreditation as a Main Street community.
- This accreditation will then help those communities to accomplish community and economic revitalization and development of older central business districts and neighborhoods.
- The Department of Economic Development (DED) contracts, on behalf of Missouri communities, with the Missouri Main Street Connection (MMSA), a non-profit, to administer the statewide program.
- MMSA provides a payment to the National Main Street Center for the State Coordinator Partner Membership. This membership provides the services of a Senior Program Officer to review the communities progress and accomplishments and to determine if they are meeting the 10 designated criteria established by National Main Street Center to become recognized nationally.

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Individuals Trained	1,225	1,446	1,300	1,667	1,917	1,866	1,800	1,900	2,000
Assessed Communities	30	32	32	34	35	35	38	42	44
Accredited Communities	13	11	13	16	21	20	22	24	26

Note 1: Projected amounts are calculated by an average increase of 5% in Individuals Trained, an increase of an average of 3 communities assessed each year and an increase of an average of 2 communities accredited each year.

Note 2: Due to the National Main Street Conference being held in Kansas City during FY2018, additional individuals were able to be trained. This number is expected to decrease for FY2019.

2b. Provide a measure(s) of the program's quality.

DED contracts with Missouri Main Street Connection for services on an annual basis and they are the single source of interaction; therefore, a survey was not completed for this program. Please refer to 2c. and 2d. for the program's impact and efficiency.

PROGRAM DESCRIPTION

Department: Economic Development

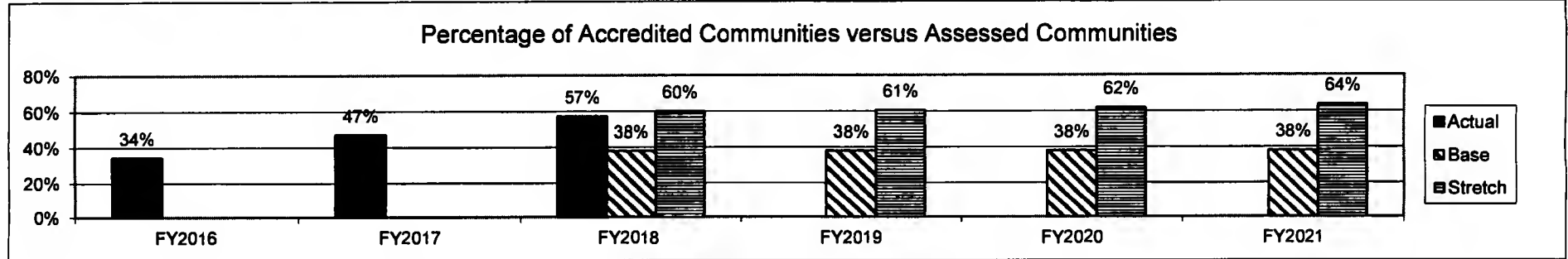
HB Section(s):

7.051

Program Name: Main Street Program

Program is found in the following core budget(s): Main Street

2c. Provide a measure(s) of the program's impact.

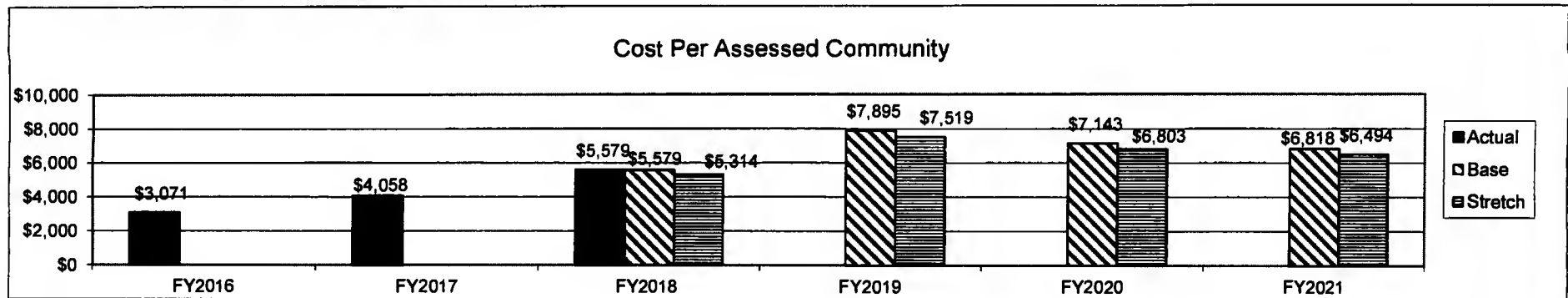


Note 1: Depicts ratio of Communities Receiving National Accreditation versus Assessed Communities.

Note 2: Base target is an average of FY16 - FY18 and Stretch target assumes exceptional progress in accreditation.

Note 3: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Depicts Program Dollars spent per Assessed Community.

Note 2: Base target is determined by dividing the projected state expenditures by the projected number of assessed communities and Stretch target is an increase of 5% to the number of communities assessed.

Note 3: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

Note 4: The contract agreement between DED and MMSC increased from \$195,278 in FY18 to \$300,000 in FY19, which will result in a higher cost per community.

PROGRAM DESCRIPTION

Department: Economic Development

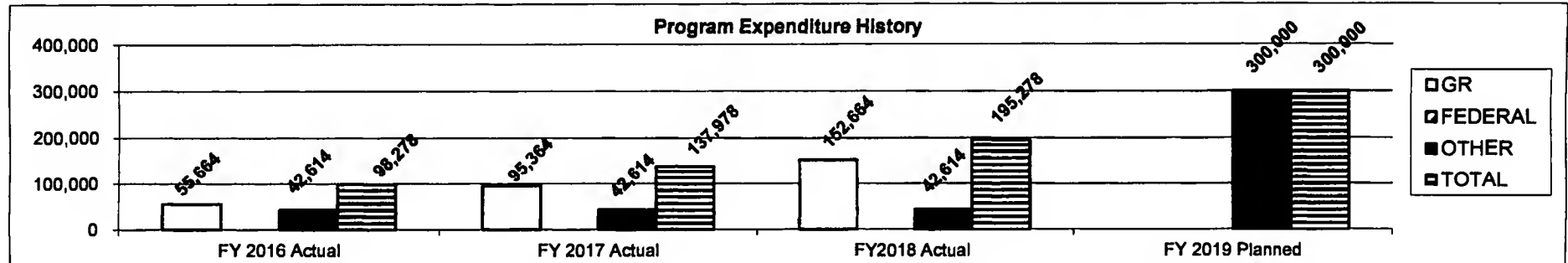
HB Section(s):

7.051

Program Name: Main Street Program

Program is found in the following core budget(s): Main Street

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



4. What are the sources of the "Other " funds?

Economic Development Advancement Fund (0783)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Sections 251.470 to 251.485, RSMo.

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
RURAL BROADBAND GRANT PROGRAM									
Rural Broadband Grant Program - 1419006									
PROGRAM-SPECIFIC									
GENERAL REVENUE	0	0.00	0	0.00	5,000,000	0.00	0	0.00	
TOTAL - PD	0	0.00	0	0.00	5,000,000	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	5,000,000	0.00	0	0.00	
GRAND TOTAL	\$0	0.00	\$0	0.00	\$5,000,000	0.00	\$0	0.00	

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NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 42015C
Division: Business and Community Services	
DI Name: Rural Broadband Grant Program DI#1419006	HB Section 7.015

1. AMOUNT OF REQUEST

FY 2020 Budget Request				
	GR	Federal	Other	Total E
PS	0	0	0	0
EE	0	0	0	0
PSD	5,000,000	0	0	5,000,000
TRF	0	0	0	0
Total	5,000,000	0	0	5,000,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total E
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input checked="" type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input type="checkbox"/> Other: _____	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

House Bill 1872 was signed into law on June 1, 2018, which created the Rural Broadband Grant Program under Section 620.2450, RSMo. The purpose of this New Decision Item is to request \$5,000,000 for the grant program. Awards will be made by the Department of Economic Development to applicants seeking to expand access to broadband internet service in unserved and underserved areas of the state and who meet the priorities and guidelines of the program.

The dollars requested for the program would mobilize approximately \$10,000,000 or more in rural broadband projects.

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 42015C
Division: Business and Community Services	
DI Name: Rural Broadband Grant Program DI# 1419006	HB Section 7.015

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

\$5,000,000 is the amount being requested to fund the Rural Broadband Grant program. This amount was derived from inquiries to providers in high need areas on possible projects, their projected cost for build-out, and if they would be seeking assistance. No FTE are being requested at this time.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions	5,000,000						5,000,000			
Total PSD	<u>5,000,000</u>		<u>0</u>		<u>0</u>		<u>5,000,000</u>		<u>0</u>	
Transfers										
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Grand Total	<u>5,000,000</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>5,000,000</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM

RANK: _____ **OF** _____

Department: Economic Development			Budget Unit 42015C							
Division: Business and Community Services										
DI Name: Rural Broadband Grant Program			Di#1419006	HB Section 7.015						
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development	Budget Unit 42015C
Division: Business and Community Services	
DI Name: Rural Broadband Grant Program DI# 1419006	HB Section 7.015

6. PERFORMANCE MEASURES (if new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

- The program will measure the number of grants awarded and the dollar amount of private and other public sources of leveraged funds.
- The program will identify areas of the state that are unserved and underserved, as well as those areas not receiving Connect America Fund support to guide prospective applicants.
- The program will measure the number of applications, broken down by region and county submitted for consideration, and track progress, even if they are not successful in attaining the grant.
- The program will measure the communications plan and its effectiveness to reach all rural stakeholders.

6b. Provide a measure(s) of the program's quality.

- The program will measure the numbers of projects that achieve the minimum broadband speed, as well as the number of projects that commit to higher speeds than required.
- The program will measure the satisfaction of the applicants and ease of the application process.
- The program will measure the actual adoption rate of the new broadband service six months and one year after deployment.

6c. Provide a measure(s) of the program's impact.

- The program will measure the amount of leveraged funds (private and other public sources) the program is able to attract.
- The program will measure the numbers of households/businesses/organizations proposed to adopt the new broadband service and determine anticipated economic impact.
- The program will measure the overall number of anticipated connections in comparison to the Missouri population currently in unserved and underserved areas of the state.

6d. Provide a measure(s) of the program's efficiency.

- The program will measure the ratio of number of projects versus dollars awarded.
- The program will measure the timeliness of meeting or exceeding published deadlines for posting, processing, awarding, and follow-up in relation to the applicants.
- The will program will measure the amount days from grant award to first day of construction, thereby establishing a baseline for future applicants.

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development		Budget Unit	<u>42015C</u>
Division: Business and Community Services			
DI Name: Rural Broadband Grant Program	DI#1419006	HB Section	<u>7.015</u>

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

- Launch a grant application process that is clear, concise, and streamlined for applicants.
- Create and execute a communications plan for the grant program, including a new webpage with the necessary resources, materials, and reference maps to promote the grant.
- Staff accessible to answer program questions, provide additional information or maps as needed, and manage an open and transparent process.
- Manage the challenge process to ensure applicants are aware of additional assets in the proposed project area, communicate and post results in a timely fashion.
- Review and award to the successful applicants in the most expedient, yet prudent manner.
- Benchmark and track projects, articulate to stakeholders and citizens the impact and measurements toward achieving the statewide goals (which will be published in the State's Broadband Plan).
- Follow-up with customer satisfaction surveys and incorporate feedback results into future grant cycles.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
RURAL BROADBAND GRANT PROGRAM								
Rural Broadband Grant Program - 1419006								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	5,000,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	5,000,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$5,000,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$5,000,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development					Budget Unit 42290C				
Division: Business and Community Services					HB Section 7.055				
Core: Tax increment Financing (TIF)									
1. CORE FINANCIAL SUMMARY									
FY 2020 Budget Request					FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total		GR	Fed	Other	Total
PS	0	0	0	0	PS	0	0	0	0
EE	0	0	0	0	EE	0	0	0	0
PSD	0	0	31,150,124	31,150,124	PSD	0	0	0	0
TRF	0	0	0	0	TRF	0	0	0	0
Total	0	0	31,150,124	31,150,124	Total	0	0	0	0
FTE 0.00 0.00 0.00 0.00					FTE 0.00 0.00 0.00 0.00				
Est. Fringe	0	0	0	0	Est. Fringe	0	0	0	0
Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.					Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.				
Other Funds: State Tax Increment Financing Fund (0848)					Other Funds: State Tax Increment Financing Fund (0848)				
Notes: Requires a GR transfer to the TIF Fund (0848)					Notes: Requires a GR transfer to the TIF Fund (0848)				
2. CORE DESCRIPTION									
This core decision item establishes the spending authority for the State Tax Increment Financing (TIF) Program. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.									
Current TIF obligations include the following projects:									
(1) Kansas City Midtown: infrastructure improvements and retail development at Mill Street & Westport Rd and at Linwood & Main;									
(2) Independence Santa Fe Neighborhood: infrastructure redevelopment to support commercial development and housing;									
(3) St. Louis City Convention Hotel: construction of a 1,083 room convention headquarters hotel complex;									
(4) Springfield Jordan Valley Park: redevelopment of former industrial district south of downtown Springfield to include exposition center, public facilities & supporting infrastructure;									
(5) Kansas City Bannister Retail/Three Trails Office: development of retail, dining and hospitality on the site of the old Bannister Mall to compliment an adjoining technology/business park to be developed on the site in south Kansas City;									
(6) St. Louis Lambert Airport Eastern Perimeter: redevelopment of 500 acres of land just east of Lambert Airport between I-170 and I-70 developed for light industrial, warehouse, office, and some residential;									
(7) Old Post Office in Kansas City: renovation of old post office building and other development on south side of Pershing Road to house IRS Service Center;									
(8) 1200 Main Garage Project in Kansas City: new development for H&R Block Corporation headquarters;									
(9) Riverside Levee: infrastructure and levee improvements at 1600-acre site, City of Riverside;									
(10) Branson Landing: redevelopment of 208-acre riverfront area in downtown Branson;									
(11) Eastern Jackson County Bass Pro: construction of Bass Pro Outdoor World store, lodging and complimentary retail and dining establishments in a 400-acre undeveloped parcel south of I-70 and west of I-435; (Continued on next page)									

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Tax Increment Financing (TIF)

Budget Unit 42290C
HB Section 7.055

- (12) Kansas City East Village: J.E. Dunn headquarters, infrastructure improvements and mixed use development in east end of downtown KC west of I-70;
 (13) St. Louis Innovation District: redevelopment of a blighted and aging industrial zone into a live-work-play technology district;
 (14) National Geospatial Agency West: Redevelopment of land for use by a government agency;
 (15) Fenton Logistics Park: Redevelopment of the former Fenton Chrysler assembly plant into a mixed-use site; and
 (16) IDEA Commons

TIF Projects Completed and Closed:

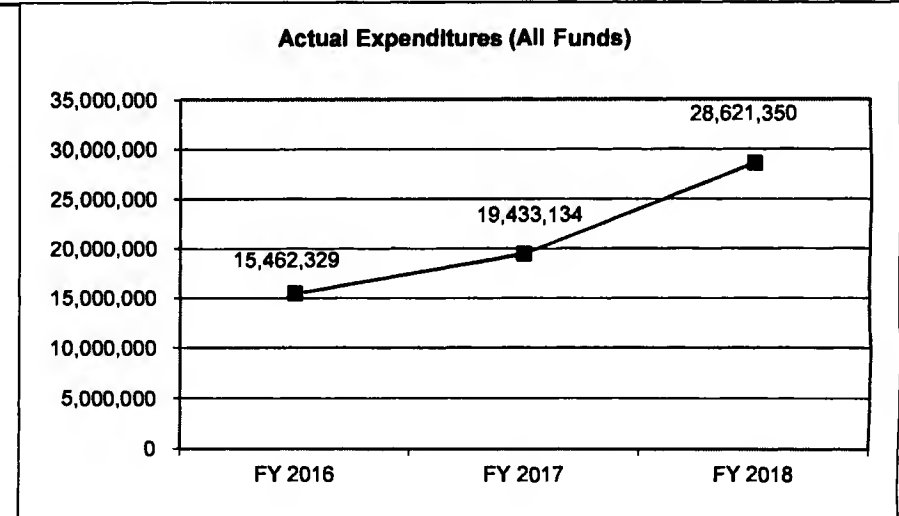
Excelsior Springs: Elms Hotel and supporting infrastructure.

3. PROGRAM LISTING (list programs included in this core funding)

State Tax Increment Financing Program

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	16,400,000	23,772,860	30,103,350	31,150,124
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	16,400,000	23,772,860	30,103,350	31,150,124
Actual Expenditures (All Funds)	15,462,329	19,433,134	28,621,350	N/A
Unexpended (All Funds)	937,671	4,339,726	1,482,000	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	937,671	4,339,726	1,482,000	N/A
	(1)	(1)	(1)	



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STATE TIF PROGRAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	31,150,124	31,150,124	
	Total	0.00	0	0	31,150,124	31,150,124	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	31,150,124	31,150,124	
	Total	0.00	0	0	31,150,124	31,150,124	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	31,150,124	31,150,124	
	Total	0.00	0	0	31,150,124	31,150,124	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM								
CORE								
PROGRAM-SPECIFIC								
MO SUPP TAX INCREMENT FINANCE	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00
TOTAL - PD	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00
TOTAL	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00
TIF GR Trf and Spend Auth Inc - 1419001								
PROGRAM-SPECIFIC								
MO SUPP TAX INCREMENT FINANCE	0	0.00	0	0.00	1,376,333	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	1,376,333	0.00	0	0.00
TOTAL	0	0.00	0	0.00	1,376,333	0.00	0	0.00
GRAND TOTAL	\$28,621,350	0.00	\$31,150,124	0.00	\$32,526,457	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00
TOTAL - PD	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00
GRAND TOTAL	\$28,621,350	0.00	\$31,150,124	0.00	\$31,150,124	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$28,621,350	0.00	\$31,150,124	0.00	\$31,150,124	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

- The purpose of the Tax Increment Financing (TIF) program is to redevelop a designated blighted area, based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by generating new sales and by providing additional wages through new jobs.
- TIF involves the issuance of local bonds or other obligations which are secured by a pledge of a statutory portion of (1) economic activity taxes (sales tax), (2) payments in lieu of taxes (property tax), and (3) withholding and local employment taxes attributable to the increase in taxable activity inside the redevelopment area, resulting from redevelopment improvements.
- The State TIF redirects 50% of the withholding taxes or 50% of the economic activity taxes generated as a result of planned redevelopment activities within a prescribed area for up to 23 years.
- The Program has an aggregate annual cap of \$32M which excludes from this cap any plan or project involving a health information technology employer employing over 7,000 employees in the state which is estimated to create in excess of 15,000 new jobs with an average annual wage of more than \$75,000, and that is listed by name in an appropriations bill. The cap is reduced to \$10M for redevelopment plans or projects approved on or after August 28, 2018, and before August 28, 2028. For projects approved prior to August 28, 2018, which are expanded with buildings of new construction, the originally approved amount shall not be increased by more than \$3 million annually. For redevelopment plans or projects approved on or after August 28, 2028, the cap shall increase to \$20 million.
- The projects approved under the program are capped annually by the lesser of a contracted amount or the actual amount of increment earned for the year. For redevelopment plans or projects approved prior to August 28, 2018, which are expanded with buildings of new construction, and for all redevelopment plans or projects approved after August 28, 2018, no single redevelopment plan or project shall receive an appropriation that exceeds \$3 million annually.
- The state taxes are paid in, and then diverted back to the applicant, as a function of the annual appropriation process.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active TIF Projects	15	13	15	15	15	15	15	15	15
Average Total People Employed in TIF Project Areas	N/A	12,765	N/A	14,497	15,946	15,578	16,575	17,671	18,877
Average Total People Employed in TIF Project Areas Above Base-Line	N/A	7,154	N/A	8,886	N/A	9,967	10,964	12,060	13,266

Note 1: Average Total People Employed is a new measure; therefore, Projected data for FY16 and FY17 is not available.

Note 2: Average Total People Employed only includes jobs from those businesses reporting wages and withholding taxes. Businesses reporting sales and sales taxes are not included.

Note 3: Base-line employees is equal to the number of jobs reported by existing businesses within the project area prior to approval of the redevelopment project and is equal to 5,611 jobs.

2b. Provide a measure(s) of the program's quality.

Number of active projects is too small to conduct a meaningful customer satisfaction survey. Please refer to 2c. and 2d. for program's impact and efficiency.

PROGRAM DESCRIPTION

Department: Economic Development

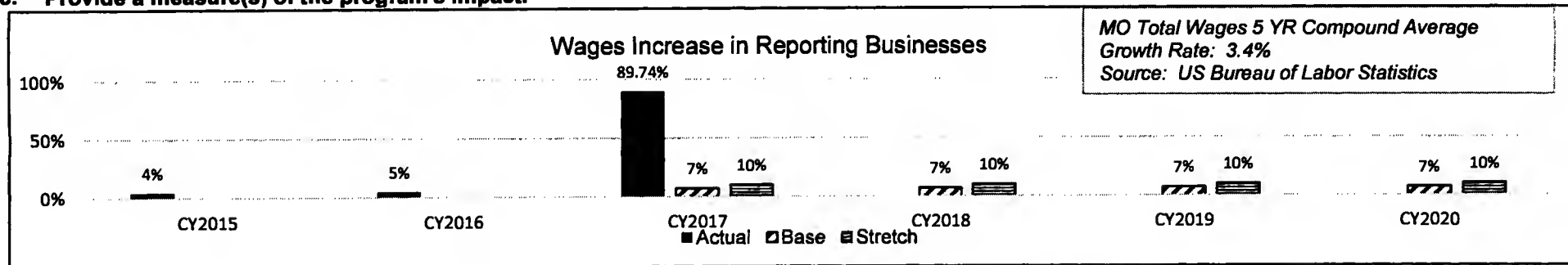
HB Section(s):

7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

2c. Provide a measure(s) of the program's impact.



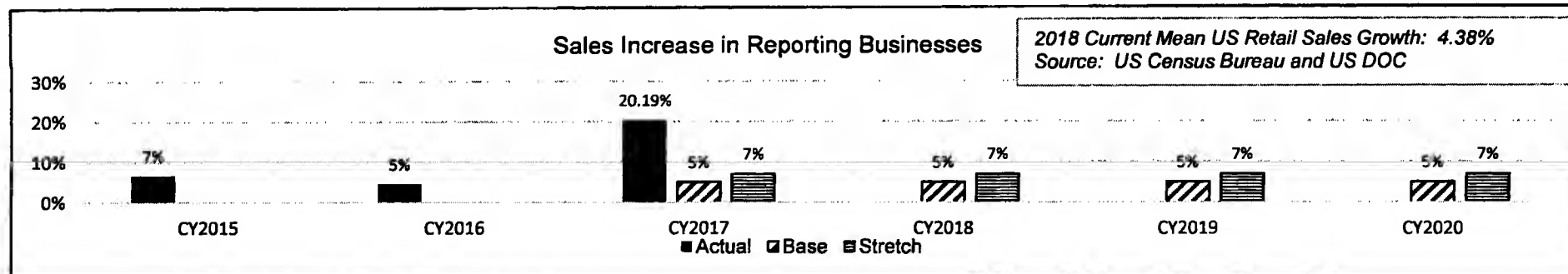
Note 1: Increase of 90% for wages in CY2017 is due to the addition of two new TIF projects that started reporting in CY2017.

Note 2: Reflects yearly increase in net new wages for active projects divided by total wages.

Note 3: Regardless of actual total wages or actual total sales, increment payments are only made on businesses that report their wages or sales to the local TIF. Only reporting businesses are included in the metric, regardless of the wages and withholding taxes or sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 4: This is a new measure; therefore, Projected data for CY15 and CY16 is not available.

Note 5: The Base target is set at moderate growth at 7% and the Stretch target is an increase of 3% over the Base.



Note 1: Increase of 20% in sales in CY2017 is due to the addition of one new TIF project that started reporting in CY2017.

Note 2: Reflects yearly increase in net new sales for active projects divided by total sales.

Note 3: Regardless of actual total wages or actual total sales, increment payments are only made on businesses that report their wages or sales to the local TIF. Only reporting businesses are included in the metric, regardless of the wages and withholding taxes or sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 4: This is a new measure; therefore, Projected data for CY15 and CY16 is not available.

Note 5: The Base target is set at 5% and the Stretch target is an increase of 2% over the Base.

PROGRAM DESCRIPTION

Department: Economic Development

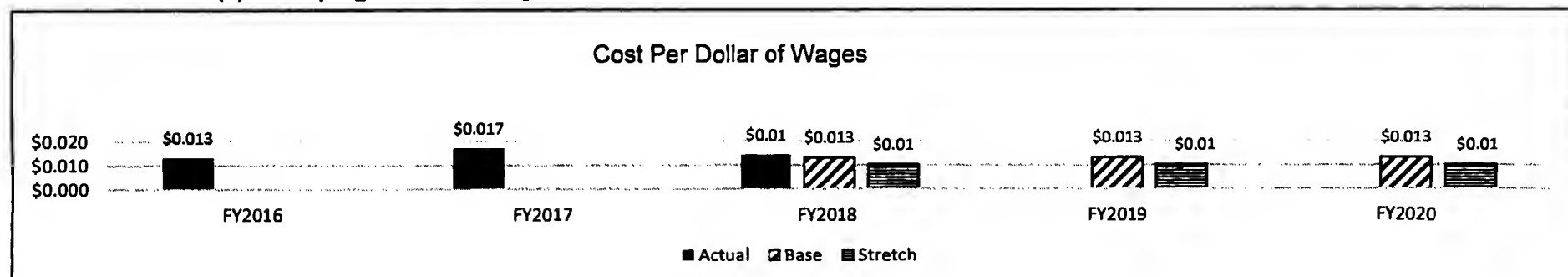
HB Section(s):

7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

2d. Provide a measure(s) of the program's efficiency.

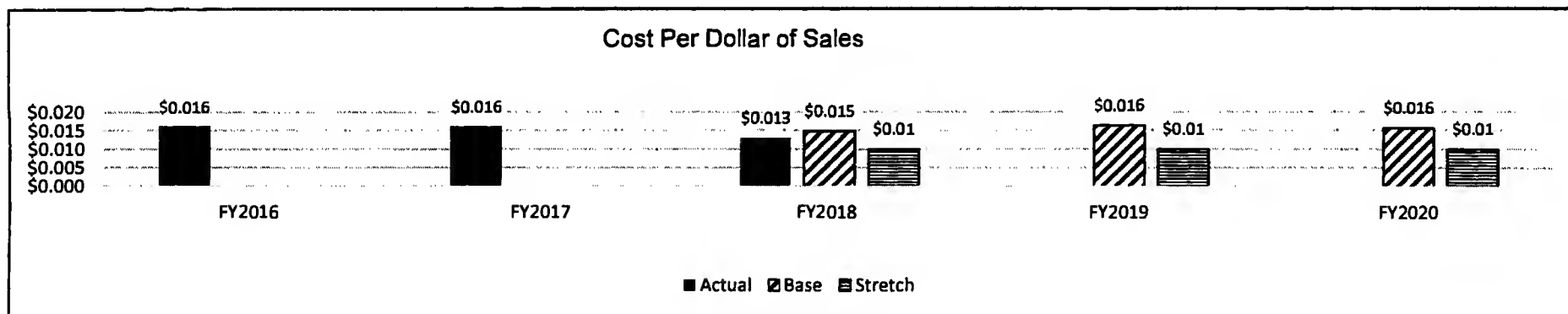


Note 1: Reflects the cost to the state divided by total wages for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

Note 4: The Base target is an approximate average of the prior 3 years and the Stretch target is set at \$.01.



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

Note 4: The Base target is an approximate average of the prior 3 years and the Stretch is set at \$.01.

PROGRAM DESCRIPTION

Department: Economic Development

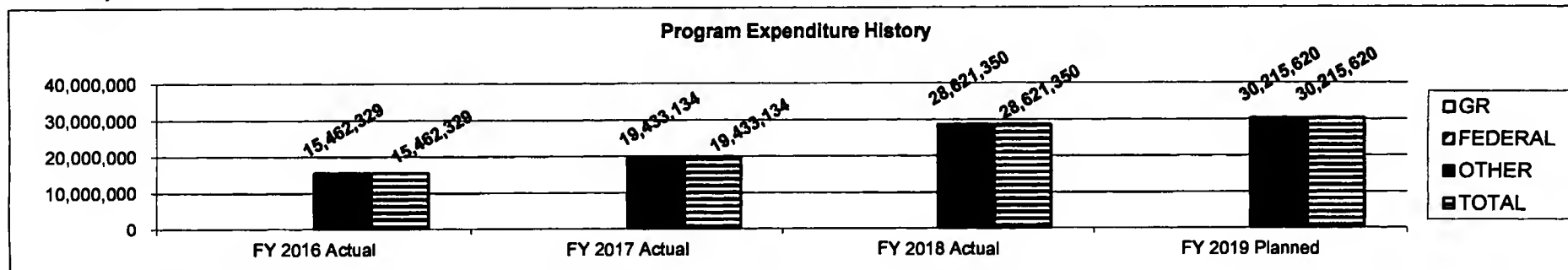
HB Section(s):

7.055

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

4. What are the sources of the "Other " funds?

Requires a Transfer from General Revenue to the Missouri Supplement Tax Increment Finance Fund (0848).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.800-99.865, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 42280C and 42290C
Division: Business and Community Services	
DI Name: TIF Spending Authority and GR Transfer In DI# 1419001	HB Section 7.055 and 7.060

1. AMOUNT OF REQUEST

	FY 2020 Budget Request				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	1,376,333	1,376,333	
TRF	1,376,333	0	0	1,376,333	
Total	1,376,333	0	1,376,333	2,752,666	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MO Supplemental Tax Increment Financing Fund (0848)

	FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input checked="" type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input checked="" type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input checked="" type="checkbox"/> Other: <u>Increase General Revenue Transfer and Corresponding Spending Authority</u>	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the appropriation authority and corresponding GR Transfer for the State Tax Increment Financing Fund. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the property.

Projects requiring an increase include: KC Midtown, St. Louis Convention Hotel, Riverside Levee, 1200 Main Garage Project in KC, St. Louis Lambert Airport Eastern Perimeter, Kansas City Bannister Mall/Three Trails Office and Fenton Logistics Park at a total of \$1,376,333.

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: <u>Economic Development</u>	Budget Unit <u>42280C and 42290C</u>
Division: <u>Business and Community Services</u>	
DI Name: <u>TIF Spending Authority and GR Transfer In DI# 1419001</u>	HB Section <u>7.055 and 7.060</u>

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts, prescribed in Certificates of Approval for State TIF projects for FY20, estimate an increase of \$1,376,333. The current TIF appropriation is \$31,150,124. This request will bring the total appropriation and the GR Transfer to \$32,526,457.

State TIF requires a General Revenue transfer in to the State Tax Increment Financing Fund (0848).

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions					1,376,333		1,376,333			
Total PSD	0		0		1,376,333		1,376,333		0	
Transfers	1,376,333						1,376,333			
Total TRF	1,376,333		0		0		1,376,333		0	
Grand Total	1,376,333	0.0	0	0.0	1,376,333	0.0	2,752,666	0.0	0	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development			Budget Unit <u>42280C and 42290C</u>							
Division: Business and Community Services			HB Section <u>7.055 and 7.060</u>							
DI Name: TIF Spending Authority and GR Transfer in DI# 1419001										
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions							0			
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Transfers	<u>0</u>									
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Services
DI Name: TIF Spending Authority and GR Transfer In DI# 1419001

Budget Unit 42280C and 42290C
HB Section 7.055 and 7.060

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Core Description for the Tax increment Financing Program.

6b. Provide a measure(s) of the program's quality.

Refer to the Core Description for the Tax Increment Financing Program.

6c. Provide a measure(s) of the program's impact.

Refer to the Core Description for the Tax Increment Financing Program.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Core Description for the Tax Increment Financing Program.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

DED - BRASS Report 10

DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM								
TIF GR Trf and Spend Auth Inc - 1419001								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	1,376,333	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	1,376,333	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,376,333	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$1,376,333	0.00		0.00

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Tax Increment Financing (TIF) Transfer

Budget Unit 42280C

HB Section 7.060

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	31,150,124	0	0	31,150,124
Total	31,150,124	0	0	31,150,124
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Notes:

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Notes:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding for the Tax Increment Financing (TIF) program. It provides funds to remit for the tax increment financing captured via state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

3. PROGRAM LISTING (list programs included in this core funding)

State Tax Increment Financing Program

CORE DECISION ITEM

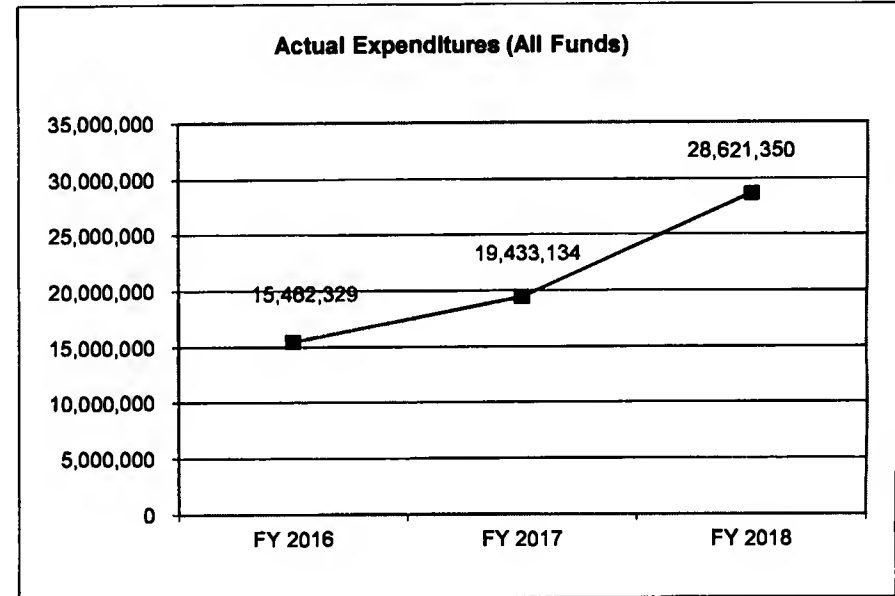
Department: Economic Development
Division: Business and Community Services
Core: Tax Increment Financing (TIF) Transfer

Budget Unit 42280C

HB Section 7.060

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	16,400,000	23,772,860	30,103,350	31,150,124
Less Reverted (All Funds)	(492,000)	(713,186)	(903,101)	(934,504)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	15,908,000	23,059,674	29,200,249	30,215,620
Actual Expenditures (All Funds)	15,462,329	19,433,134	28,621,350	N/A
Unexpended (All Funds)	445,671	3,626,540	578,899	N/A
Unexpended, by Fund:				
General Revenue	445,671	3,626,540	578,899	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
	(1)	(1)	(1)	



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable) and any extraordinary withholdings.

Restricted includes any Governor's Expenditure Restrictions which remained at the end of the fiscal year (when applicable)

NOTES: (1) Transfer from GR to Missouri Supplement Tax Increment Financing Fund. Funds are only paid out as projects generate increment.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STATE TIF PROGRAM-TRANSFER**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	31,150,124	0	0	31,150,124	
	Total	0.00	31,150,124	0	0	31,150,124	
DEPARTMENT CORE REQUEST							
	TRF	0.00	31,150,124	0	0	31,150,124	
	Total	0.00	31,150,124	0	0	31,150,124	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	31,150,124	0	0	31,150,124	
	Total	0.00	31,150,124	0	0	31,150,124	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
STATE TIF PROGRAM-TRANSFER									
CORE									
FUND TRANSFERS									
GENERAL REVENUE	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00	
TOTAL - TRF	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00	
TOTAL	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00	
TIF GR Trf and Spend Auth Inc - 1419001									
FUND TRANSFERS									
GENERAL REVENUE	0	0.00	0	0.00	1,376,333	0.00	0	0.00	
TOTAL - TRF	0	0.00	0	0.00	1,376,333	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	1,376,333	0.00	0	0.00	
GRAND TOTAL	\$28,621,350	0.00	\$31,150,124	0.00	\$32,526,457	0.00	\$0	0.00	

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DED - BRASS Report 10

DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM-TRANSFER								
CORE								
TRANSFERS OUT	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00
TOTAL - TRF	28,621,350	0.00	31,150,124	0.00	31,150,124	0.00	0	0.00
GRAND TOTAL	\$28,621,350	0.00	\$31,150,124	0.00	\$31,150,124	0.00	\$0	0.00
GENERAL REVENUE	\$28,621,350	0.00	\$31,150,124	0.00	\$31,150,124	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.060

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

This transfer provides funding for the state TIF program. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law, for approved projects, and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

2a. Provide an activity measure(s) for the program.

N/A. This is a transfer; therefore, refer to the TIF Core for measures.

2b. Provide a measure(s) of the program's quality.

N/A. This is a transfer; therefore, refer to the TIF Core for measures.

2c. Provide a measure(s) of the program's impact.

N/A. This is a transfer; therefore, refer to the TIF Core for measures.

2d. Provide a measure(s) of the program's efficiency.

N/A. This is a transfer; therefore, refer to the TIF Core for measures.

PROGRAM DESCRIPTION

Department: Economic Development

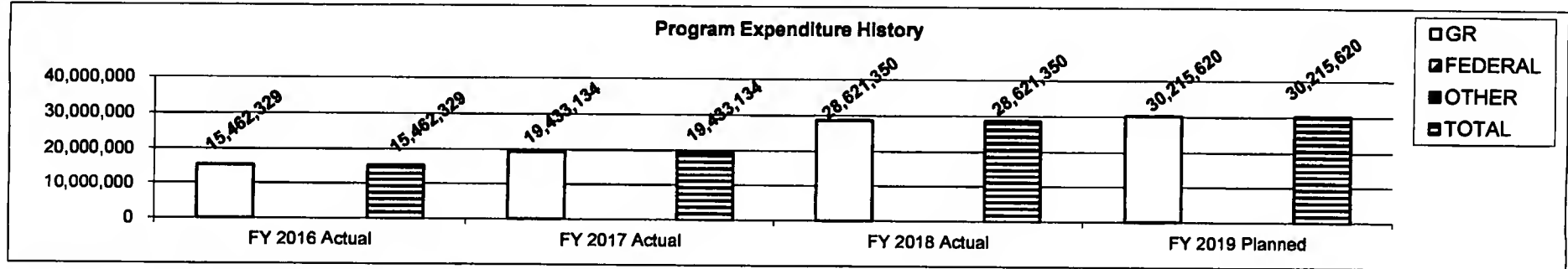
HB Section(s):

7.060

Program Name: State Tax Increment Financing (TIF) Program

Program is found in the following core budget(s): Tax Increment Financing (TIF) Transfer

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Requires a GR transfer to the Missouri Supplement Tax Increment Finance Fund (0848)

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.800-99.865, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Services
DI Name: TIF Spending Authority and GR Transfer In DI# 1419001

Budget Unit 42280C and 42290C
HB Section 7.055 and 7.060

1. AMOUNT OF REQUEST

	FY 2020 Budget Request				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	1,376,333	1,376,333	
TRF	1,376,333	0	0	1,376,333	
Total	1,376,333	0	1,376,333	2,752,666	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MO Supplemental Tax Increment Financing Fund (0848)

	FY 2020 Governor's Recommendation				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input checked="" type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input checked="" type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input checked="" type="checkbox"/> Other: <u>Increase General Revenue Transfer and Corresponding Spending Authority</u>	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the appropriation authority and corresponding GR Transfer for the State Tax Increment Financing Fund. Tax increment financing (TIF) captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the property.

Projects requiring an increase include: KC Midtown, St. Louis Convention Hotel, Riverside Levee, 1200 Main Garage Project in KC, St. Louis Lambert Airport Eastern Perimeter, Kansas City Bannister Mall/Three Trails Office and Fenton Logistics Park at a total of \$1,376,333.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit <u>42280C and 42290C</u>
Division: Business and Community Services	
DI Name: TIF Spending Authority and GR Transfer In DI# 1419001	HB Section <u>7.055 and 7.060</u>

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts, prescribed in Certificates of Approval for State TIF projects for FY20, estimate an increase of \$1,376,333. The current TIF appropriation is \$31,150,124. This request will bring the total appropriation and the GR Transfer to \$32,526,457.

State TIF requires a General Revenue transfer in to the State Tax Increment Financing Fund (0848).

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions					1,376,333		1,376,333			
Total PSD	0		0		1,376,333		1,376,333		0	
Transfers	1,376,333						1,376,333			
Total TRF	1,376,333		0		0		1,376,333		0	
Grand Total	1,376,333	0.0	0	0.0	1,376,333	0.0	2,752,666	0.0	0	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development				Budget Unit		42280C and 42290C				
Division: Business and Community Services										
DI Name: TIF Spending Authority and GR Transfer In DI# 1419001				HB Section		7.055 and 7.060				
	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	
	GR	GR	FED	FED	OTHER	OTHER	TOTAL	TOTAL	One-Time	
Budget Object Class/Job Class	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers	0									
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: <u>Economic Development</u>	Budget Unit <u>42280C and 42290C</u>
Division: <u>Business and Community Services</u>	
DI Name: <u>TIF Spending Authority and GR Transfer in DI# 1419001</u>	HB Section <u>7.055 and 7.060</u>

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Core Description for the Tax increment Financing Program.

6b. Provide a measure(s) of the program's quality.

Refer to the Core Description for the Tax Increment Financing Program.

6c. Provide a measure(s) of the program's impact.

Refer to the Core Description for the Tax Increment Financing Program.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Core Description for the Tax Increment Financing Program.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

DED - BRASS Report 10

DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE TIF PROGRAM-TRANSFER								
TIF GR Trf and Spend Auth Inc - 1419001								
TRANSFERS OUT	0	0.00	0	0.00	1,376,333	0.00	0	0.00
TOTAL - TRF	0	0.00	0	0.00	1,376,333	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$1,376,333	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$1,376,333	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Missouri Downtown Economic Stimulus Act (MODESA)

Budget Unit 42295C
HB Section 7.065

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	1,729,133	1,729,133
TRF	0	0	0	0
Total	0	0	1,729,133	1,729,133
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MODESA Fund (0766)

Notes:

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: MODESA Fund (0766)

Notes:

2. CORE DESCRIPTION

This core decision item establishes spending authority for the Missouri Downtown Economic Stimulus (MODESA) program. This program is designed to use increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

Active Projects:

(1) Kansas City Live!: restore/rebuild an eight city block, approximately 425,000 sq. feet in the south central part of downtown Kansas City for an entertainment district that has live entertainment, dining, specialty retail establishments and loft housing.

(2) Ballpark Village: redevelop an area adjacent to Busch Stadium in St. Louis into restaurant, retail, entertainment, and office space.

3. PROGRAM LISTING (list programs included in this core funding)

Missouri Downtown Economic Stimulus Act (MODESA)

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Missouri Downtown Economic Stimulus Act (MODESA)

Budget Unit 42295C

HB Section 7.065

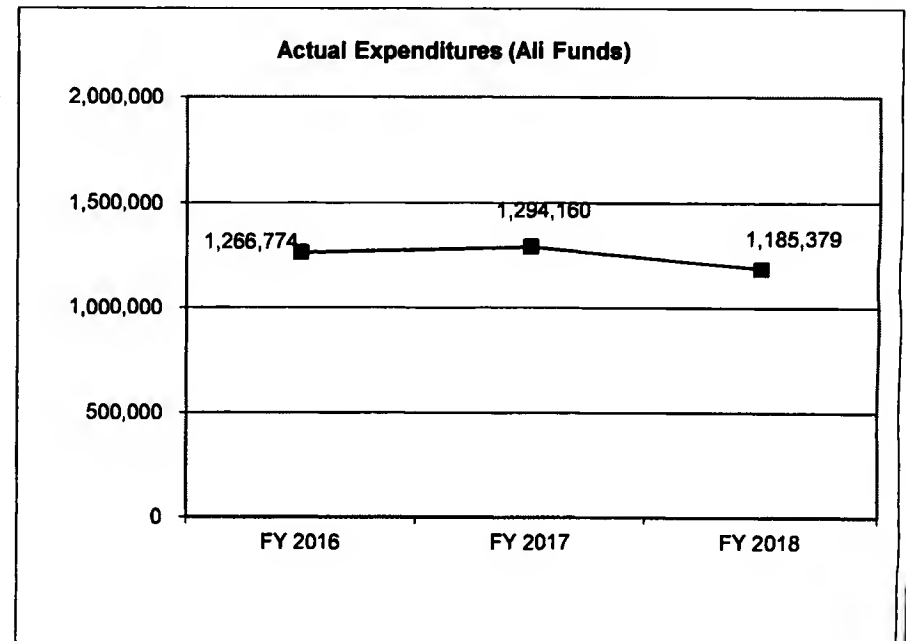
4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	1,396,647	1,507,209	1,729,133	1,729,133
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	1,396,647	1,507,209	1,729,133	1,729,133
Actual Expenditures (All Funds)	1,266,774	1,294,160	1,185,379	N/A
Unexpended (All Funds)	129,873	213,049	543,754	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	129,873	213,049	543,754	N/A
	(1)	(1)	(1)	

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MODESA PROGRAM**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	1,729,133	1,729,133	
	Total	0.00	0	0	1,729,133	1,729,133	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	1,729,133	1,729,133	
	Total	0.00	0	0	1,729,133	1,729,133	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	1,729,133	1,729,133	
	Total	0.00	0	0	1,729,133	1,729,133	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MODESA PROGRAM								
CORE								
PROGRAM-SPECIFIC								
STATE SUPP DOWNTOWN DEVELOPMNT	1,185,379	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
TOTAL - PD	1,185,379	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
TOTAL	1,185,379	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
MODESA GR Trf & Spend Auth Inc - 1419002								
PROGRAM-SPECIFIC								
STATE SUPP DOWNTOWN DEVELOPMNT	0	0.00	0	0.00	576,033	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	576,033	0.00	0	0.00
TOTAL	0	0.00	0	0.00	576,033	0.00	0	0.00
GRAND TOTAL	\$1,185,379	0.00	\$1,729,133	0.00	\$2,305,166	0.00	\$0	0.00

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DED - BRASS Report 10

DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MODESA PROGRAM								
CORE								
PROGRAM DISTRIBUTIONS	1,185,379	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
TOTAL - PD	1,185,379	0.00	1,729,133	0.00	1,729,133	0.00	0	0.00
GRAND TOTAL	\$1,185,379	0.00	\$1,729,133	0.00	\$1,729,133	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$1,185,379	0.00	\$1,729,133	0.00	\$1,729,133	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

- The purpose of MODESA is to redevelop a designated blighted area, based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by generating new sales and by providing additional wages through new jobs. The program limits these activities to downtown central business districts and is intended to offer financing to revitalize Missouri downtowns.
- MODESA involves the issuance of local bonds or other obligations which are secured by a pledge of a statutory portion of (1) economic activity taxes (sales tax), (2) payments in lieu of taxes (property tax), and (3) withholding and local employment taxes attributable to the increase in taxable activity inside the redevelopment area, resulting from redevelopment improvements.
- MODESA redirects 50% of the withholding taxes and 50% of the economic activity taxes generated as a result of planned redevelopment activities within a prescribed area for up to 25 years.
- The Program has an aggregate annual cap of \$108 million.
- The projects approved under the program are capped annually by the lesser of a contracted amount or the actual amount of increment earned for the year.
- The state taxes are paid in, and then diverted back to the applicant, as a function of the annual appropriation process.

2a. Provide an activity measure(s) for the program.

	CY2016		CY2017		CY2018		CY2019	CY2020	CY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active MODESA Projects	2	2	2	2	2	2	2	2	2
Average Total People Employed in MODESA Project Areas	N/A	859	N/A	1,075	1,200	1,090	1,320	1,452	1,597
Average Total People Employed in MODESA Project Areas Above Base-Line Employees	N/A	859	N/A	1,075	1,200	1,090	1,320	1,452	1,597

See Notes on Next Page.

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

Note 1: Program was sunset 1/01/2013; no additional projects can be approved.

Note 2: Average Total People Employed is a new measure; therefore, Projected data for FY16 and FY17 is not available.

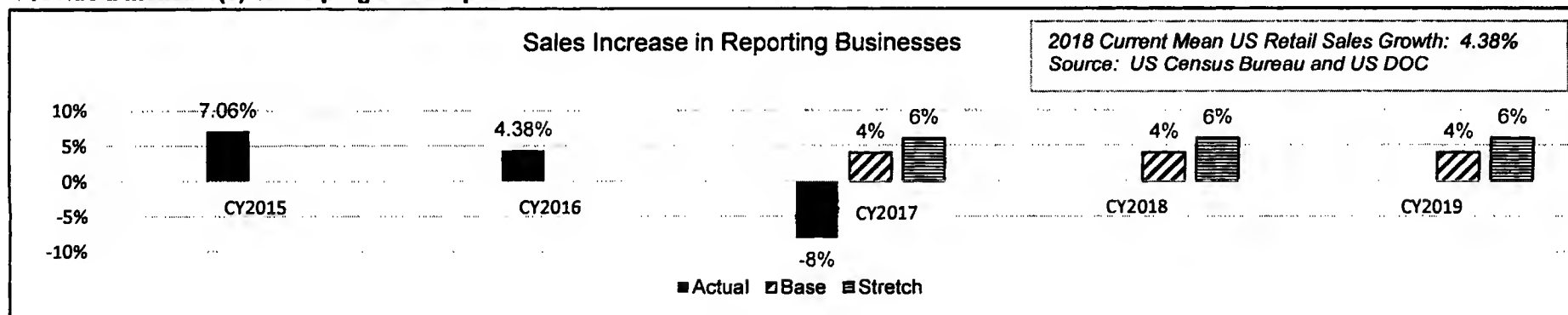
Note 3: Only reporting businesses are included in the metric for Average Total People Employed.

Note 4: Base-line employees is equal to the number of jobs reported by existing businesses within the project area prior to approval of the redevelopment project. Total Base-line employees is 0.

2b. Provide a measure(s) of the program's quality.

Number of active projects is too small to conduct a meaningful customer satisfaction survey. Please refer to 2c. and 2d. for program's impact and efficiency.

2c. Provide a measure(s) of the program's impact.



Note 1: Reflects yearly increase in net new sales for active projects divided by total sales.

Note 2: Regardless of actual total sales, increment payments are only made on businesses that report their sales to the local TIF. Only reporting businesses are included in the metric, regardless of the sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 3: This is a new measure; therefore, Projected data for CY16 and CY17 is not available.

Note 4: The base target is set at moderate growth at 4% and the stretch target is an increase of 2% over the base.

PROGRAM DESCRIPTION

Department: Economic Development

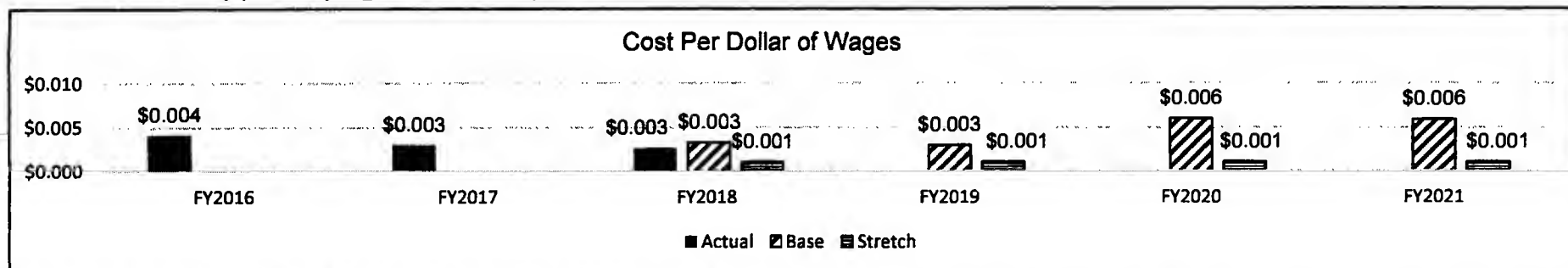
HB Section(s):

7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

2d. Provide a measure(s) of the program's efficiency.

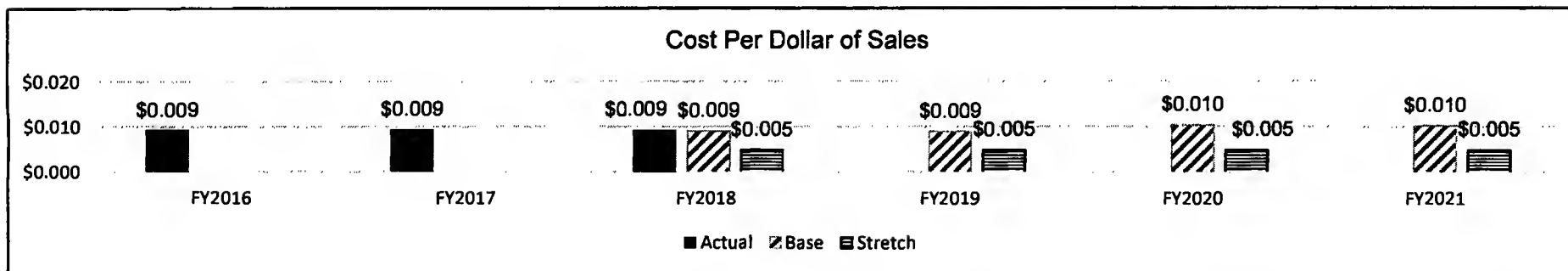


Note 1: Reflects the cost to the state divided by total wages for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore Projected data FY16 and FY17 is not available.

Note 4: The Base target is calculated by dividing the projected cost to the state associated with state withholdings tax by the projected amount of wages over the baseline amount prior to development and the Stretch is set at \$.001.



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

Note 4: The Base target an average of the prior 3 years and the Stretch is set at \$.005.

PROGRAM DESCRIPTION

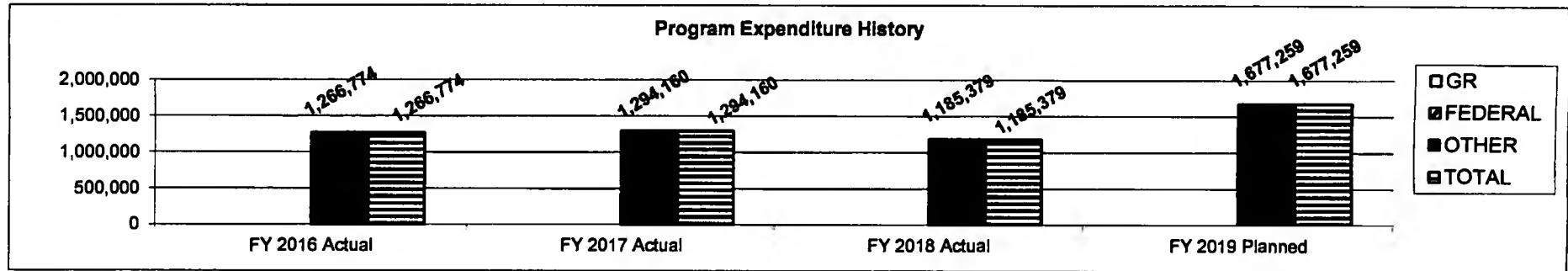
Department: Economic Development

HB Section(s): 7.065

Program Name: Missouri Downtown Economic Stimulus Act (MODESA)

Program is found in the following core budget(s): Missouri Downtown Economic Stimulus Act (MODESA)

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

4. What are the sources of the "Other " funds?

Requires a Transfer from General Revenue to the Missouri Downtown Economic Stimulus Act Fund (0766).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.915, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Services
DI Name: MODESA GR Trf & Spending Auth Inc DI# 1419002

Budget Unit 42295C and 42296C
HB Section 7.065 and 7.070

1. AMOUNT OF REQUEST

	FY 2020 Budget Request				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	576,033	576,033	
TRF	576,033	0	0	576,033	
Total	576,033	0	576,033	1,152,066	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: State Supplemental Downtown Development Fund (0766)

	FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input checked="" type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input checked="" type="checkbox"/> Other: <u>Increase General Revenue Transfer and Corresponding Spending Authority</u>	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This New Decision Item requests an increase to the General Revenue Transfer and the Spending Authority for the State Supplemental Downtown Development Fund. This program is designed to use increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay the debt service on bonds issued for eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

The St. Louis Ball Park Village project will require an increase in the amount of \$576,033.

NEW DECISION ITEM
RANK: _____ OF _____

Department: <u>Economic Development</u>	Budget Unit <u>42295C and 42296C</u>
Division: <u>Business and Community Services</u>	
DI Name: <u>MODESA GR Trf & Spending Auth Inc</u> DI# <u>1419002</u>	HB Section <u>7.065 and 7.070</u>

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts, prescribed in Certificates of Approval for MODESA projects for FY20, estimate an increase of \$576,033. The current MODESA appropriation is \$1,729,133. This request will bring the total appropriation and the GR Transfer to \$2,305,166.

MODESA requires a General Revenue transfer in to the State Supplemental Downtown Development Fund (0766).

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions					<u>576,033</u>		<u>576,033</u>			
Total PSD	<u>0</u>		<u>0</u>		<u>576,033</u>		<u>576,033</u>		<u>0</u>	
Transfers	<u>576,033</u>						<u>576,033</u>			
Total TRF	<u>576,033</u>		<u>0</u>		<u>0</u>		<u>576,033</u>		<u>0</u>	
Grand Total	<u>576,033</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>576,033</u>	<u>0.0</u>	<u>1,152,066</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development			Budget Unit <u>42295C and 42296C</u>							
Division: Business and Community Services										
DI Name: MODESA GR Trf & Spending Auth Inc			DI# 1419002	HB Section <u>7.065 and 7.070</u>						
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions					0		0			
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Transfers	<u>0</u>				0		0			
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: Economic Development
Division: Business and Community Services
DI Name: MODESA GR Trf & Spending Auth Inc **DI#** 1419002

Budget Unit 42295C and 42296C
HB Section 7.065 and 7.070

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.
Refer to the Core Description for the MODESA Program.

6b. Provide a measure(s) of the program's quality.
Refer to the Core Description for the MODESA Program.

6c. Provide a measure(s) of the program's impact.
Refer to the Core Description for the MODESA Program.

6d. Provide a measure(s) of the program's efficiency.
Refer to the Core Description for the MODESA Program.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MODESA PROGRAM								
MODESA GR Trf & Spend Auth Inc - 1419002								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	576,033	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	576,033	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$576,033	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$576,033	0.00		0.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42296C
Division:	Business and Community Services		
Core:	State Supp Downtown Dev Trf (MODESA)	HB Section	7.070

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	1,775,575	0	0	1,775,575
Total	1,775,575	0	0	1,775,575
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Notes:

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

Notes:

2. CORE DESCRIPTION

This transfer provides funding for the Missouri Downtown Economic Stimulus (MODESA) program. MODESA uses increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

3. PROGRAM LISTING (list programs included in this core funding)

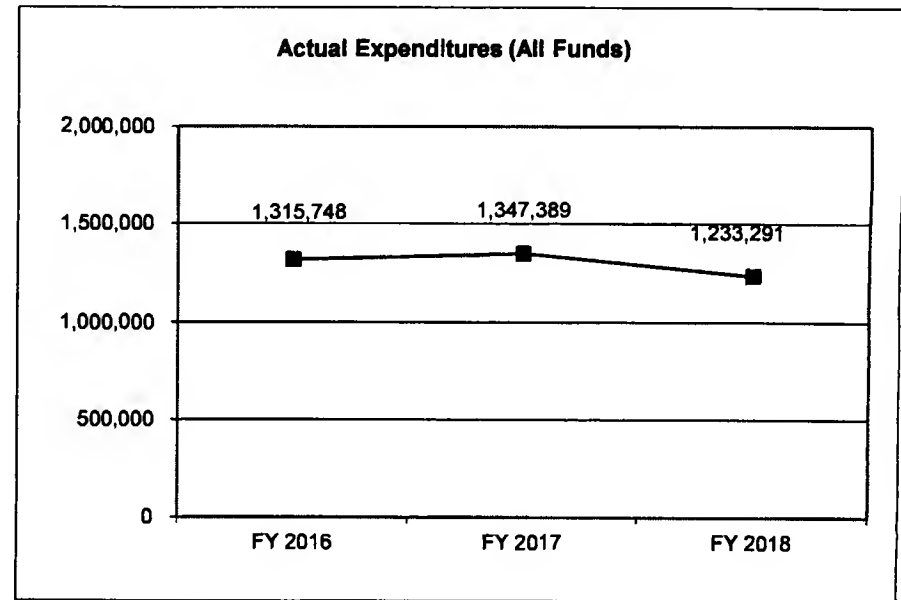
Missouri Downtown Economic Stimulus (MODESA)

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42296C
Division:	Business and Community Services		
Core:	State Supp Downtown Dev Trf (MODESA)	HB Section	7.070

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	1,443,089	1,553,651	1,775,575	1,775,575
Less Reverted (All Funds)	(43,293)	(46,610)	(59,267)	(53,267)
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	1,399,796	1,507,041	1,716,308	1,722,308
Actual Expenditures (All Funds)	1,315,748	1,347,389	1,233,291	N/A
Unexpended (All Funds)	84,048	159,652	483,017	N/A
Unexpended, by Fund:				
General Revenue	84,048	159,652	483,017	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A
			(1)	



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable)
 Restricted includes any extraordinary expenditure restrictions (when applicable)

NOTES:

(1) Downtown Revitalization Preservation Program (DRPP) project expenditures necessitated that the entire budgeted amount be used; therefore, additional Governor's Reserve was reverted from the Missouri Downtown Economic Stimulus Act (MODESA) Program Transfer.

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
STATE SUPP DOWNTOWN DEV TRNSFR**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	1,775,575	0	0	1,775,575	
	Total	0.00	1,775,575	0	0	1,775,575	
DEPARTMENT CORE REQUEST							
	TRF	0.00	1,775,575	0	0	1,775,575	
	Total	0.00	1,775,575	0	0	1,775,575	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	1,775,575	0	0	1,775,575	
	Total	0.00	1,775,575	0	0	1,775,575	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE SUPP DOWNTOWN DEV TRNSFR								
CORE								
FUND TRANSFERS								
GENERAL REVENUE	1,233,291	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
TOTAL - TRF	1,233,291	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
TOTAL	1,233,291	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
MODESA GR Trf & Spend Auth Inc - 1419002								
FUND TRANSFERS								
GENERAL REVENUE	0	0.00	0	0.00	576,033	0.00	0	0.00
TOTAL - TRF	0	0.00	0	0.00	576,033	0.00	0	0.00
TOTAL	0	0.00	0	0.00	576,033	0.00	0	0.00
GRAND TOTAL	\$1,233,291	0.00	\$1,775,575	0.00	\$2,351,608	0.00	\$0	0.00

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE SUPP DOWNTOWN DEV TRNSFR								
CORE								
TRANSFERS OUT	1,233,291	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
TOTAL - TRF	1,233,291	0.00	1,775,575	0.00	1,775,575	0.00	0	0.00
GRAND TOTAL	\$1,233,291	0.00	\$1,775,575	0.00	\$1,775,575	0.00	\$0	0.00
GENERAL REVENUE	\$1,233,291	0.00	\$1,775,575	0.00	\$1,775,575	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s): 7.070

Program Name: State Supp Downtown Development Trf (MODESA)

Program is found in the following core budget(s): Business and Community Services

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

This transfer provides funding for the Missouri Downtown Economic Stimulus (MODESA) program. MODESA uses increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

2a. Provide an activity measure(s) for the program.

N/A. This is a transfer; therefore, refer to the MODESA Core for measures.

2b. Provide a measure(s) of the program's quality.

N/A. This is a transfer; therefore, refer to the MODESA Core for measures.

2c. Provide a measure(s) of the program's impact.

N/A. This is a transfer; therefore, refer to the MODESA Core for measures.

2d. Provide a measure(s) of the program's efficiency.

N/A. This is a transfer; therefore, refer to the MODESA Core for measures.

PROGRAM DESCRIPTION

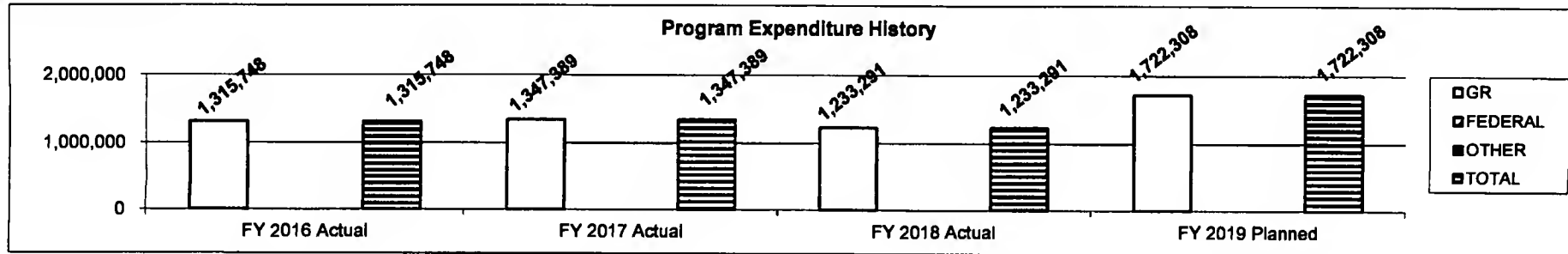
Department: Economic Development

HB Section(s): 7.070

Program Name: State Supp Downtown Development Trf (MODESA)

Program is found in the following core budget(s): Business and Community Services

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Requires a GR Transfer to the Missouri Downtown Economic Stimulus Act Fund (0766).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.915, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Services
DI Name: MODESA GR Trf & Spending Auth Inc DI# 1419002

Budget Unit 42295C and 42296C
HB Section 7.065 and 7.070

1. AMOUNT OF REQUEST

	FY 2020 Budget Request				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	576,033	576,033	
TRF	576,033	0	0	576,033	
Total	576,033	0	576,033	1,152,066	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: State Supplemental Downtown Development Fund (0766)

	FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input checked="" type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input checked="" type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input checked="" type="checkbox"/> Other: <u>Increase General Revenue Transfer and Corresponding Spending Authority</u>	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This New Decision Item requests an increase to the General Revenue Transfer and the Spending Authority for the State Supplemental Downtown Development Fund. This program is designed to use increment financing to support redevelopment in Missouri's downtowns. Tax increment financing captures state economic activity taxes generated as a result of planned redevelopment activities within a prescribed area. In this case, it must be within the recognized Central Business District. The net new taxes generated are captured in accordance with the law for approved projects and used to pay the debt service on bonds issued for eligible redevelopment costs. Those costs include public infrastructure necessary to generate reuse of the properties.

The St. Louis Ball Park Village project will require an increase in the amount of \$576,033.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 42295C and 42296C
Division: Business and Community Services	
DI Name: MODESA GR Trf & Spending Auth Inc DI# 1419002	HB Section 7.065 and 7.070

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts, prescribed in Certificates of Approval for MODESA projects for FY20, estimate an increase of \$576,033. The current MODESA appropriation is \$1,729,133. This request will bring the total appropriation and the GR Transfer to \$2,305,166.

MODESA requires a General Revenue transfer in to the State Supplemental Downtown Development Fund (0766).

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions					576,033		576,033			
Total PSD	<u>0</u>		<u>0</u>		<u>576,033</u>		<u>576,033</u>		<u>0</u>	
Transfers	576,033						576,033			
Total TRF	<u>576,033</u>		<u>0</u>		<u>0</u>		<u>576,033</u>		<u>0</u>	
Grand Total	<u>576,033</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>576,033</u>	<u>0.0</u>	<u>1,152,066</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development				Budget Unit		42295C and 42296C				
Division: Business and Community Services										
DI Name: MODESA GR Trf & Spending Auth Inc				DI# 1419002		HB Section		7.065 and 7.070		
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions					0		0			
Total PSD	0		0		0		0		0	
Transfers	0				0		0			
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

NEW DECISION ITEM
RANK: _____ OF _____

Department: <u>Economic Development</u>	Budget Unit <u>42295C and 42296C</u>
Division: <u>Business and Community Services</u>	
DI Name: <u>MODESA GR Trf & Spending Auth Inc</u> DI# <u>1419002</u>	HB Section <u>7.065 and 7.070</u>

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Core Description for the MODESA Program.

6b. Provide a measure(s) of the program's quality.

Refer to the Core Description for the MODESA Program.

6c. Provide a measure(s) of the program's impact.

Refer to the Core Description for the MODESA Program.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Core Description for the MODESA Program.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
STATE SUPP DOWNTOWN DEV TRNSFR								
MODESA GR Trf & Spend Auth Inc - 1419002								
TRANSFERS OUT	0	0.00	0	0.00	576,033	0.00	0	0.00
TOTAL - TRF	0	0.00	0	0.00	576,033	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$576,033	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$576,033	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Downtown Revitalization Preservation Program

Budget Unit 42297C

HB Section 7.075

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	255,000	255,000
TRF	0	0	0	0
Total	0	0	255,000	255,000

FTE 0.00 0.00 0.00 0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00 0.00 0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Downtown Revitalization Preservation Fund (0907)

Notes:

Other Funds: Downtown Revitalization Preservation Fund (0907)

Notes:

2. CORE DESCRIPTION

The Downtown Revitalization Preservation Program (better known as MODESA Lite) is authorized in 99.1080 to 99.1092, RSMo. It allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project. The purpose of the program is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.

Current Obligations:

- (1) College Station/Heer's Tower-located in the downtown core of Springfield; consists of mixed use of entertainment, dining, residential, retail, office space and parking needs; and
- (2) Hannibal Clemens Redevelopment-located in the downtown core of Hannibal; consists of a complete renovation of the existing stadium, playing field, boundary wall and certain smaller buildings on the site for the location of a summer college baseball league.

3. PROGRAM LISTING (list programs included in this core funding)

Downtown Revitalization Preservation Program (DRPP)

CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: Downtown Revitalization Preservation Program

Budget Unit 42297C
HB Section 7.075

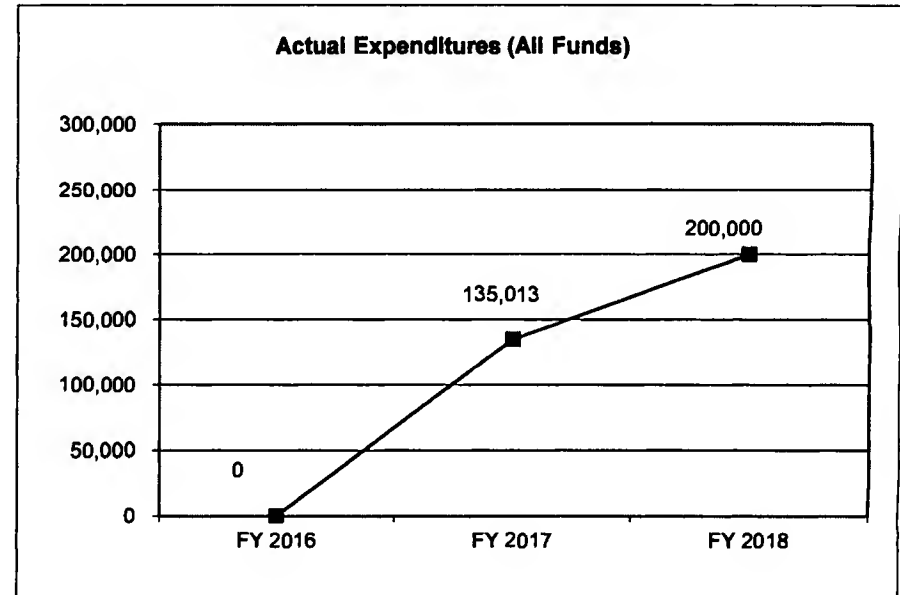
4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	200,000	200,000	200,000	255,000
Less Reverted (All Funds)	0	0	0	0
Less Restricted (All Funds)*	0	0	0	0
Budget Authority (All Funds)	200,000	200,000	200,000	255,000
Actual Expenditures (All Funds)	0	135,013	200,000	N/A
Unexpended (All Funds)	200,000	64,987	0	N/A
Unexpended, by Fund:				
General Revenue	0	0	0	N/A
Federal	0	0	0	N/A
Other	200,000 (1)	64,987 (1)	0 (1)	N/A

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Funds are only expended as projects generate increment. It is estimated that approved projects will begin generating increment within the next two years.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
DWTN REVITAL PRSRVTN PRG**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PD	0.00	0	0	255,000	255,000	
	Total	0.00	0	0	255,000	255,000	
DEPARTMENT CORE REQUEST							
	PD	0.00	0	0	255,000	255,000	
	Total	0.00	0	0	255,000	255,000	
GOVERNOR'S RECOMMENDED CORE							
	PD	0.00	0	0	255,000	255,000	
	Total	0.00	0	0	255,000	255,000	

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DECISION ITEM SUMMARY

Budget Unit								
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DWTN REVITAL PRSRVTN PRG								
CORE								
PROGRAM-SPECIFIC								
DOWNTOWN REVITALIZ PRESERVATN	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00
TOTAL - PD	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00
TOTAL	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00
DRPP GR Trf & Spend Auth Inc - 1419003								
PROGRAM-SPECIFIC								
DOWNTOWN REVITALIZ PRESERVATN	0	0.00	0	0.00	95,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	95,000	0.00	0	0.00
TOTAL	0	0.00	0	0.00	95,000	0.00	0	0.00
GRAND TOTAL	\$200,000	0.00	\$255,000	0.00	\$350,000	0.00	\$0	0.00

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DED - BRASS Report 10

DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DWTN REVITAL PRSRVTN PRG								
CORE								
PROGRAM DISTRIBUTIONS	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00
TOTAL - PD	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00
GRAND TOTAL	\$200,000	0.00	\$255,000	0.00	\$255,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$200,000	0.00	\$255,000	0.00	\$255,000	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.075

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

- The purpose of DRPP is to redevelop a designated blighted area, based upon a redevelopment plan. The program converts underutilized properties and places them back in active production by generating new sales and by creating new jobs. The program limits these activities to municipalities with a population of 200,000 inhabitants or less, and median household income of \$62,000 or less.
- DRPP involves the issuance of local bonds or other obligations which are secured by a pledge of a statutory portion of (1) economic activity taxes (sales tax) and (2) payments in lieu of taxes (property tax) attributable to the increase in taxable activity inside the redevelopment area, resulting from redevelopment improvements.
- DRPP redirects up to 50% of the economic activity taxes generated as a result of planned redevelopment activities within a prescribed area for up to 25 years.
- The Program has an aggregate annual cap of \$15 million.
- The projects approved under the program are capped annually by the lesser of a contracted amount or the actual amount of increment earned for the year.
- The state taxes are paid in, and then diverted back to the applicant, as a function of the annual appropriation process.

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Number of Active DRPP Projects	4	2	4	2	4	2	4	4	4

2b. Provide a measure(s) of the program's quality.

Number of active projects is too small to conduct a meaningful customer satisfaction survey. Please refer to 2c. and 2d. for program's impact and efficiency.

PROGRAM DESCRIPTION

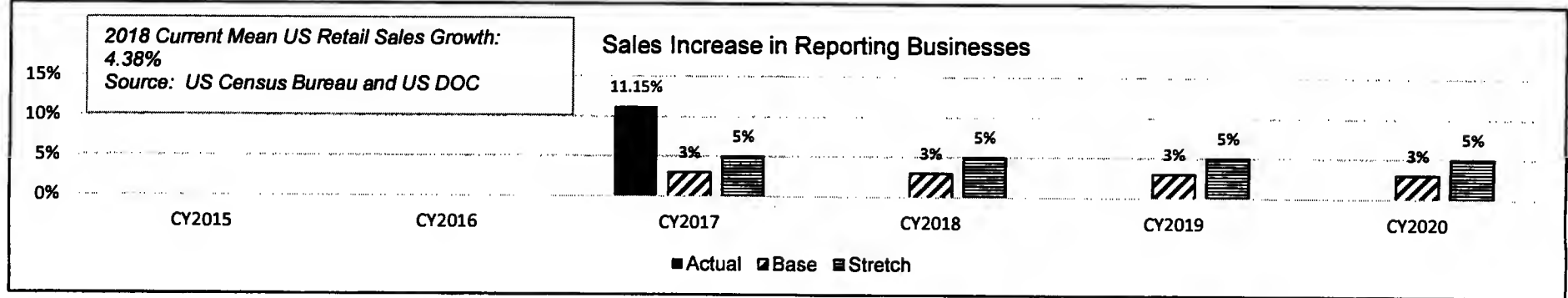
Department: Economic Development

HB Section(s): 7.075

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

2c. Provide a measure(s) of the program's impact.



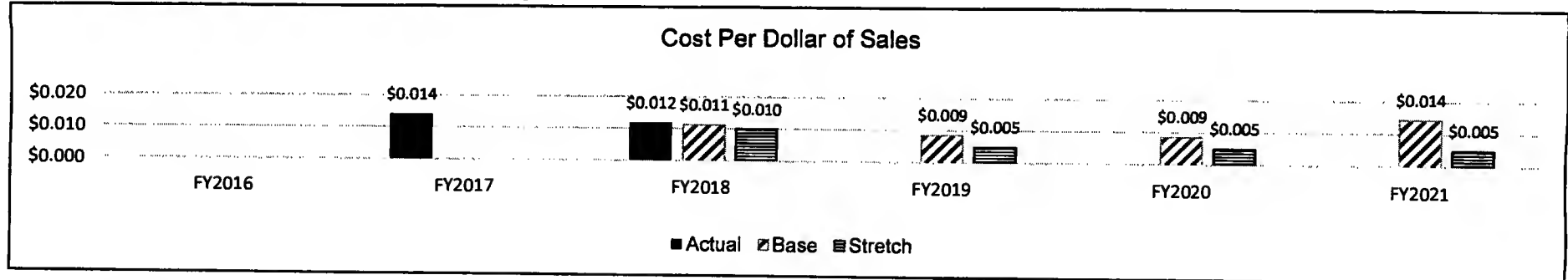
Note 1: Reflects yearly increase in net new sales for active projects divided by total sales.

Note 2: Only two projects approved and, from 2015 - 2017, did not report sales revenues until 2017; therefore, no data to report in prior years.

Note 3: Regardless of actual total sales, increment payments are only made on businesses that report their sales for the local match. Only reporting businesses are included in the metric, regardless of the sales and sales taxes non-reporting businesses may have produced and paid to the State.

Note 4: Base target is projected to be 3% and Stretch target is set at 2% above the Base.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Reflects the cost to the state divided by total sales for active projects.

Note 2: Only reporting businesses are included in the metric.

Note 3: Only two projects approved and, from 2015 - 2017, did not report sales revenues until 2017; therefore, no data to report in prior years.

Note 4: The Base target is calculated by dividing the projected cost to the state associated with state sales tax by the projected amount of sales over the baseline amount prior to development and the Stretch is set at \$.005.

PROGRAM DESCRIPTION

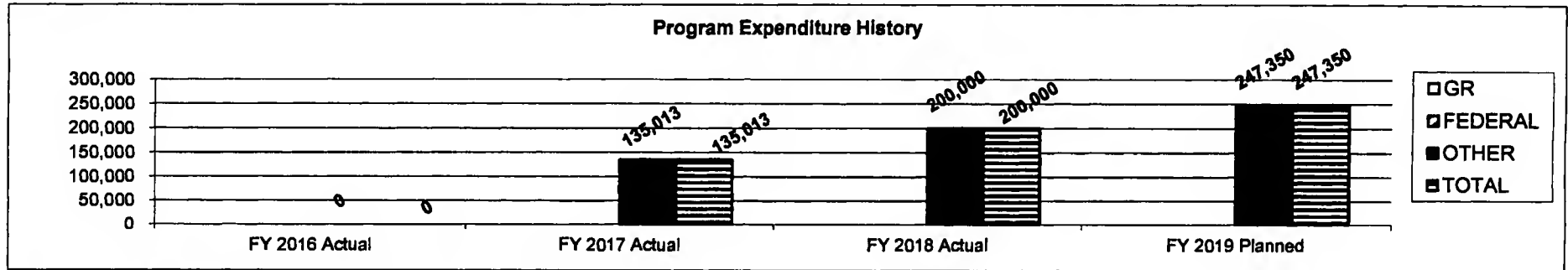
Department: Economic Development

HB Section(s): 7.075

Program Name: Downtown Revitalization Preservation Program

Program is found in the following core budget(s): Downtown Revitalization Preservation Program (DRPP)

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures reflect 3% Governor's Reserve on GR Transfer.

4. What are the sources of the "Other" funds?

Requires a Transfer from General Revenue to the Downtown Revitalization Preservation Fund (0907).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.1080 to 99.1092, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain

No

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Services
DI Name: DRPP Spending Authority & GR Trf Inc DI# 1419003

Budget Unit 42297C and 42310C
HB Section 7.075 and 7.080

1. AMOUNT OF REQUEST

	FY 2020 Budget Request				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	95,000	95,000	
TRF	95,000	0	0	95,000	
Total	95,000	0	95,000	190,000	
 FTE	 0.00	 0.00	 0.00	 0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Downtown Revitalization Preservation Fund (0907)

	FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
 FTE	 0.00	 0.00	 0.00	 0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input checked="" type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input checked="" type="checkbox"/> Other: <u>Increase General Revenue Transfer and Corresponding Spending Authority</u>	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the appropriation authority and corresponding GR Transfer for the Downtown Revitalization Preservation Program (DRPP). DRPP allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project. The purpose of the program is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.

The project requiring an increase is the Springfield/Heer's Tower totaling \$95,000.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 42297C and 42310C
Division: Business and Community Services	
DI Name: DRPP Spending Authority & GR Trf Inc DI# 1419003	HB Section 7.075 and 7.080

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts estimate an increase of \$95,000. The current DRPP appropriation is \$255,000. This request will bring the total DRPP appropriation and the GR Transfer to \$350,000.

DRPP requires a General Revenue transfer into the Downtown Revitalization Preservation Fund (0907).

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions					95,000		95,000			
Total PSD	<u>0</u>		<u>0</u>		<u>95,000</u>		<u>95,000</u>		<u>0</u>	
Transfers	95,000						95,000			
Total TRF	<u>95,000</u>		<u>0</u>		<u>0</u>		<u>95,000</u>		<u>0</u>	
Grand Total	<u>95,000</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>95,000</u>	<u>0.0</u>	<u>190,000</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development			Budget Unit <u>42297C and 42310C</u>							
Division: Business and Community Services			HB Section <u>7.075 and 7.080</u>							
DI Name: DRPP Spending Authority & GR Trf Inc			DI# 1419003							
Budget Object Class/Job Class	Gov Rec GR DOLLARS	Gov Rec GR FTE	Gov Rec FED DOLLARS	Gov Rec FED FTE	Gov Rec OTHER DOLLARS	Gov Rec OTHER FTE	Gov Rec TOTAL DOLLARS	Gov Rec TOTAL FTE	Gov Rec One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions							0			
Total PSD	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Transfers	<u>0</u>						0			
Total TRF	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Grand Total	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Services
DI Name: DRPP Spending Authority & GR Trf Inc **DI#** 1419003

Budget Unit 42297C and 42310C
HB Section 7.075 and 7.080

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Core Description for the Downtown Revitalization Preservation Program.

6b. Provide a measure(s) of the program's quality.

Refer to the Core Description for the Downtown Revitalization Preservation Program.

6c. Provide a measure(s) of the program's impact.

Refer to the Core Description for the Downtown Revitalization Preservation Program.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Core Description for the Downtown Revitalization Preservation Program.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

DED - BRASS Report 10

DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DWTN REVITAL PRSRVTN PRG								
DRPP GR Trf & Spend Auth Inc - 1419003								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	95,000	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	95,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$95,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$95,000	0.00		0.00

CORE DECISION ITEM

Department	Economic Development	Budget Unit	42310C
Division	Business and Community Services		
Core	Downtown Revitalization Pres Pgm (DRPP) Trf	HB Section	7.080

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	255,000	0	0	255,000
Total	255,000	0	0	255,000
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0
FTE	0.00	0.00	0.00	0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. CORE DESCRIPTION

This core decision item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

3. PROGRAM LISTING (list programs included in this core funding)

Downtown Revitalization Preservation Program (DRPP) Transfer

CORE DECISION ITEM

Department	Economic Development	Budget Unit	42310C
Division	Business and Community Services		
Core	Downtown Revitalization Pres Pgm (DRPP) Trf	HB Section	7.080

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2018 Current Yr.
Appropriation (All Funds)	200,000	200,000	200,000	255,000
Less Reverted (All Funds)	(6,000)	(6,000)	0	(7,650)
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	194,000	194,000	200,000	247,350
Actual Expenditures (All Funds)	0	135,013	200,000	N/A
Unexpended (All Funds)	194,000	58,987	0	N/A
Unexpended, by Fund:				
General Revenue	194,000	58,987	0	N/A
Federal	0	0	0	N/A
Other	0	0	0	N/A

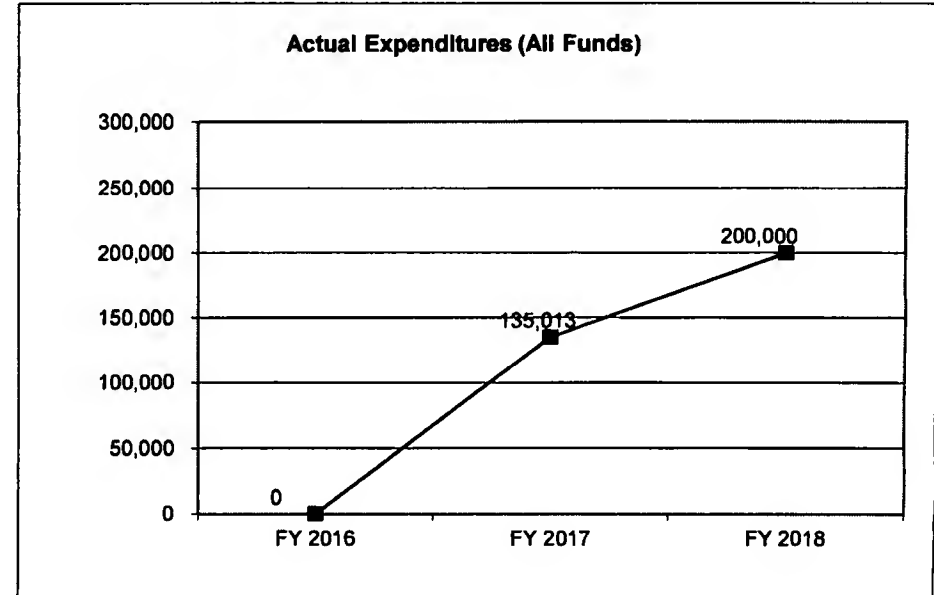
(1)

*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).

Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES: (1) Project expenditures necessitated that the entire budgeted amount be used; therefore, additional Governor's Reserve was reverted from the Missouri Downtown Economic Stimulus Act (MODESA) Program Transfer.



CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
DOWNTOWN REVITAL PRESER TRNSFR**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	TRF	0.00	255,000	0	0	255,000	
	Total	0.00	255,000	0	0	255,000	
DEPARTMENT CORE REQUEST							
	TRF	0.00	255,000	0	0	255,000	
	Total	0.00	255,000	0	0	255,000	
GOVERNOR'S RECOMMENDED CORE							
	TRF	0.00	255,000	0	0	255,000	
	Total	0.00	255,000	0	0	255,000	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
DOWNTOWN REVITAL PRESER TRNSFR									
CORE									
FUND TRANSFERS									
GENERAL REVENUE	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00	
TOTAL - TRF	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00	
TOTAL	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00	
DRPP GR Trf & Spend Auth Inc - 1419003									
FUND TRANSFERS									
GENERAL REVENUE	0	0.00	0	0.00	95,000	0.00	0	0.00	
TOTAL - TRF	0	0.00	0	0.00	95,000	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	95,000	0.00	0	0.00	
GRAND TOTAL	\$200,000	0.00	\$255,000	0.00	\$350,000	0.00	\$0	0.00	

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DED - BRASS Report 10

DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DOWNTOWN REVITAL PRESER TRNSFR								
CORE								
TRANSFERS OUT	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00
TOTAL - TRF	200,000	0.00	255,000	0.00	255,000	0.00	0	0.00
GRAND TOTAL	\$200,000	0.00	\$255,000	0.00	\$255,000	0.00	\$0	0.00
GENERAL REVENUE	\$200,000	0.00	\$255,000	0.00	\$255,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.080

Program Name: Downtown Revitalization Pres Trf (DRPP)

Program is found in the following core budget(s): Business and Community Services

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

This item is the required General Revenue transfer that provides funding for the Downtown Revitalization Preservation Program (DRPP). It provides funds to remit for the portion of new state and local taxes created by a redevelopment project that are diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured in accordance with the law for approved projects and used to pay eligible redevelopment costs.

2a. Provide an activity measure(s) for the program.

N/A. This is a transfer; therefore, refer to the DRPP Core for measures.

2b. Provide a measure(s) of the program's quality.

N/A. This is a transfer; therefore, refer to the DRPP Core for measures.

2c. Provide a measure(s) of the program's impact.

N/A. This is a transfer; therefore, refer to the DRPP Core for measures.

2d. Provide a measure(s) of the program's efficiency.

N/A. This is a transfer; therefore, refer to the DRPP Core for measures.

PROGRAM DESCRIPTION

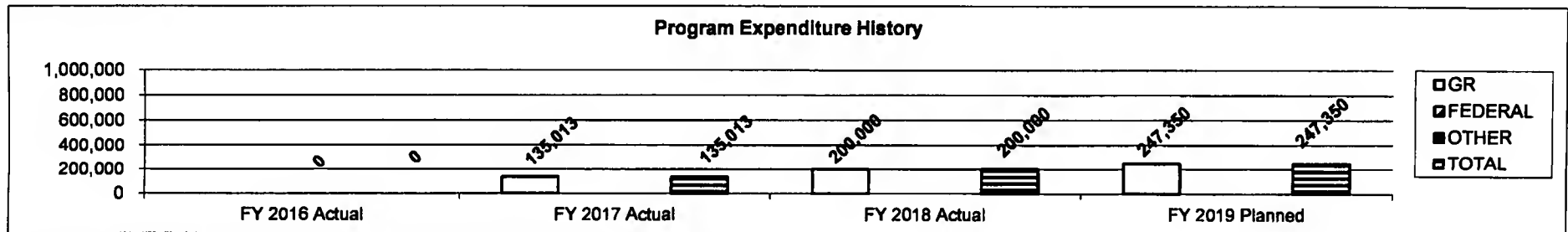
Department: Economic Development

HB Section(s): 7.080

Program Name: Downtown Revitalization Pres Trf (DRPP)

Program is found in the following core budget(s): Business and Community Services

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

Requires a GR Transfer to Downtown Revitalization Preservation Program (0907).

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 99.1080-99.1092, RSMo

6. Are there federal matching requirements? If yes, please explain.

No

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Services
DI Name: DRPP Spending Authority & GR Trf Inc DI# 1419003

Budget Unit 42297C and 42310C
HB Section 7.075 and 7.080

1. AMOUNT OF REQUEST

	FY 2020 Budget Request				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	95,000	95,000	
TRF	95,000	0	0	95,000	
Total	95,000	0	95,000	190,000	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds: Downtown Revitalization Preservation Fund (0907)

	FY 2020 Governor's Recommendation				
	GR	Federal	Other	Total	E
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe 0 0 0 0

Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input checked="" type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input checked="" type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input checked="" type="checkbox"/> Other: <u>Increase General Revenue Transfer and Corresponding Spending Authority</u>	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the appropriation authority and corresponding GR Transfer for the Downtown Revitalization Preservation Program (DRPP). DRPP allows a portion of the new state and local taxes created by a redevelopment project to be diverted to fund eligible public infrastructure projects, along with related costs for a period of 25 years. Net new taxes generated because of the redevelopment project are captured and diverted to pay the debt service on bonds issued to fund the project. The purpose of the program is to facilitate the redevelopment of downtown areas and the creation of jobs by providing essential public infrastructure.

The project requiring an increase is the Springfield/Heer's Tower totaling \$95,000.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 42297C and 42310C
Division: Business and Community Services	
DI Name: DRPP Spending Authority & GR Trf Inc DI# 1419003	HB Section 7.075 and 7.080

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

Total reimbursement amounts estimate an increase of \$95,000. The current DRPP appropriation is \$255,000. This request will bring the total DRPP appropriation and the GR Transfer to \$350,000.

DRPP requires a General Revenue transfer into the Downtown Revitalization Preservation Fund (0907).

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>0</u>	
							0			
							0			
							0			
Total EE	<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>		<u>0</u>	
Program Distributions					95,000		95,000			
Total PSD	<u>0</u>		<u>0</u>		<u>95,000</u>		<u>95,000</u>		<u>0</u>	
Transfers	95,000						95,000			
Total TRF	<u>95,000</u>		<u>0</u>		<u>0</u>		<u>95,000</u>		<u>0</u>	
Grand Total	<u>95,000</u>	<u>0.0</u>	<u>0</u>	<u>0.0</u>	<u>95,000</u>	<u>0.0</u>	<u>190,000</u>	<u>0.0</u>	<u>0</u>	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development				Budget Unit		42297C and 42310C				
Division: Business and Community Services										
DI Name: DRPP Spending Authority & GR Trf Inc				DI# 1419003		HB Section		7.075 and 7.080		
	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	
	GR	GR	FED	FED	OTHER	OTHER	TOTAL	TOTAL	One-Time	
Budget Object Class/Job Class	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions							0			
Total PSD	0		0		0		0		0	
Transfers	0						0			
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development
Division: Business and Community Services
DI Name: DRPP Spending Authority & GR Trf Inc **DI#** 1419003

Budget Unit 42297C and 42310C
HB Section 7.075 and 7.080

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Core Description for the Downtown Revitalization Preservation Program.

6b. Provide a measure(s) of the program's quality.

Refer to the Core Description for the Downtown Revitalization Preservation Program.

6c. Provide a measure(s) of the program's impact.

Refer to the Core Description for the Downtown Revitalization Preservation Program.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Core Description for the Downtown Revitalization Preservation Program.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

DED works closely with the communities to track the project build-out period and adjust any budget requests to reflect updated increment estimates if less than the amount obligated by contract.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
DOWNTOWN REVITAL PRESER TRNSFR								
DRPP GR Trf & Spend Auth Inc - 1419003								
TRANSFERS OUT	0	0.00	0	0.00	95,000	0.00	0	0.00
TOTAL - TRF	0	0.00	0	0.00	95,000	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$95,000	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$95,000	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

CORE DECISION ITEM

Department:	Economic Development	Budget Unit	42180C
Division:	Business and Community Services		
Core:	MO Community Service Commission	HB Section	7.085

1. CORE FINANCIAL SUMMARY

	FY 2020 Budget Request			
	GR	Federal	Other	Total
PS	35,561	206,181	0	241,742
EE	0	262,500	0	262,500
PSD	0	4,885,656	0	4,885,656
TRF	0	0	0	0
Total	35,561	5,354,337	0	5,389,898

FTE 1.00 4.00 0.00 5.00

Est. Fringe	23,447	113,271	0	136,719
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

	FY 2020 Governor's Recommendation			
	GR	Fed	Other	Total
PS	0	0	0	0
EE	0	0	0	0
PSD	0	0	0	0
TRF	0	0	0	0
Total	0	0	0	0

FTE 0.00 0.00 0.00 0.00

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:
Notes:

2. CORE DESCRIPTION

The Missouri Community Service Commission (MCSC) receives funding from the Corporation for National and Community Service (CNCS) in Washington, D.C., to administer the AmeriCorps State and Education Awards programs in Missouri. AmeriCorps is a national service network program that provides opportunities for individuals to serve their communities as full-time or less than full-time AmeriCorps members. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. MCSC staff is located within the Department of Economic Development's Business and Community Services division. MCSC is composed of 15-25 Governor-appointed commissioners and five full-time staff. AmeriCorps brings people of all ages from 17 to 100 together to serve in areas of education, youth mentoring, public safety, housing rehabilitation, health care, environmental issues, disaster relief and veterans. It provides communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve their country by completing community service projects.

3. PROGRAM LISTING (list programs included in this core funding)

Missouri Community Service Commission

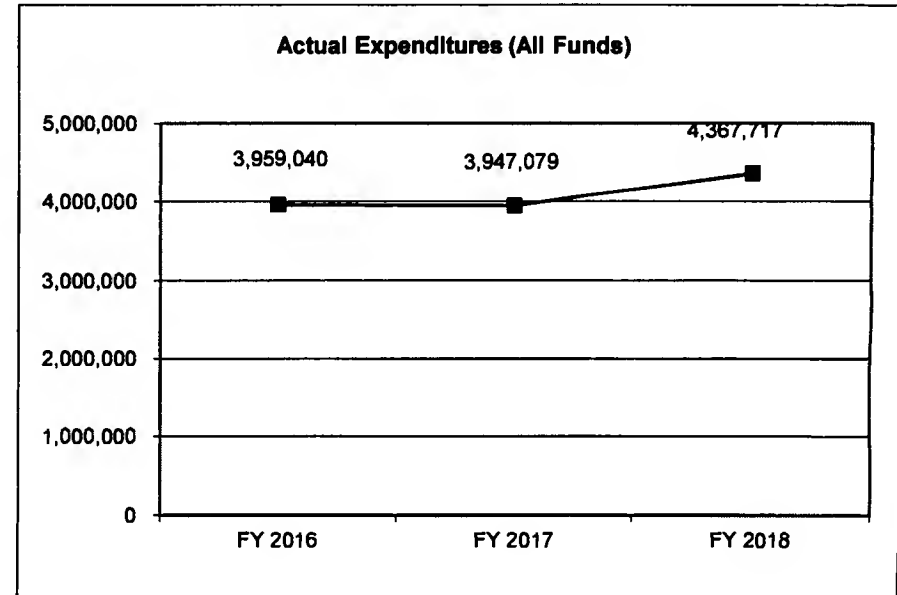
CORE DECISION ITEM

Department: Economic Development
Division: Business and Community Services
Core: MO Community Service Commission

Budget Unit 42180C
HB Section 7.085

4. FINANCIAL HISTORY

	FY 2016 Actual	FY 2017 Actual	FY 2018 Actual	FY 2019 Current Yr.
Appropriation (All Funds)	3,980,384	3,984,991	4,384,991	5,389,898
Less Reverted (All Funds)	(1,036)	(1,056)	(1,056)	(1,067)
Less Restricted (All Funds)	0	0	0	0
Budget Authority (All Funds)	3,979,348	3,983,935	4,383,935	5,388,831
Actual Expenditures (All Funds)	3,959,040	3,947,079	4,367,717	N/A
Unexpended (All Funds)	20,308	36,856	16,218	N/A
Unexpended, by Fund:				
General Revenue	485	522	495	N/A
Federal	19,823	36,334	15,723	N/A
Other	0	0	0	N/A



*Restricted amount is as of: _____

Reverted includes Governor's standard 3 percent reserve (when applicable).
 Restricted includes any extraordinary expenditure restriction (when applicable).

NOTES:

CORE RECONCILIATION DETAIL

**DEPARTMENT OF ECONOMIC DEVELOPMENT
MO COMMUNITY SVS COMMISSION**

5. CORE RECONCILIATION DETAIL

	Budget Class	FTE	GR	Federal	Other	Total	Explanation
TAFP AFTER VETOES							
	PS	5.00	35,561	206,181	0	241,742	
	EE	0.00	0	262,500	0	262,500	
	PD	0.00	0	4,885,656	0	4,885,656	
	Total	5.00	35,561	5,354,337	0	5,389,898	
DEPARTMENT CORE REQUEST							
	PS	5.00	35,561	206,181	0	241,742	
	EE	0.00	0	262,500	0	262,500	
	PD	0.00	0	4,885,656	0	4,885,656	
	Total	5.00	35,561	5,354,337	0	5,389,898	
GOVERNOR'S RECOMMENDED CORE							
	PS	5.00	35,561	206,181	0	241,742	
	EE	0.00	0	262,500	0	262,500	
	PD	0.00	0	4,885,656	0	4,885,656	
	Total	5.00	35,561	5,354,337	0	5,389,898	

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DECISION ITEM SUMMARY

Budget Unit									
Decision Item	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****	
Budget Object Summary	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED	
Fund	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN	
MO COMMUNITY SVS COMMISSION									
CORE									
PERSONAL SERVICES									
GENERAL REVENUE	33,660	0.55	35,561	1.00	35,561	1.00	0	0.00	
COMMUNITY SERV COMM-FED/OTHER	184,791	4.45	206,181	4.00	206,181	4.00	0	0.00	
TOTAL - PS	218,451	5.00	241,742	5.00	241,742	5.00	0	0.00	
EXPENSE & EQUIPMENT									
COMMUNITY SERV COMM-FED/OTHER	157,124	0.00	262,500	0.00	262,500	0.00	0	0.00	
TOTAL - EE	157,124	0.00	262,500	0.00	262,500	0.00	0	0.00	
PROGRAM-SPECIFIC									
COMMUNITY SERV COMM-FED/OTHER	3,992,142	0.00	4,885,656	0.00	4,885,656	0.00	0	0.00	
TOTAL - PD	3,992,142	0.00	4,885,656	0.00	4,885,656	0.00	0	0.00	
TOTAL	4,367,717	5.00	5,389,898	5.00	5,389,898	5.00	0	0.00	
Pay Plan FY19-Cost to Continue - 0000013									
PERSONAL SERVICES									
GENERAL REVENUE	0	0.00	0	0.00	350	0.00	0	0.00	
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	1,401	0.00	0	0.00	
TOTAL - PS	0	0.00	0	0.00	1,751	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	1,751	0.00	0	0.00	
MO Community Services Comm Inc - 1419004									
PROGRAM-SPECIFIC									
COMMUNITY SERV COMM-FED/OTHER	0	0.00	0	0.00	782,500	0.00	0	0.00	
TOTAL - PD	0	0.00	0	0.00	782,500	0.00	0	0.00	
TOTAL	0	0.00	0	0.00	782,500	0.00	0	0.00	
GRAND TOTAL	\$4,367,717	5.00	\$5,389,898	5.00	\$6,174,149	5.00	\$0	0.00	

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMMISSION								
CORE								
ECONOMIC DEV INCENTIVE SPEC I	51,616	1.57	29,306	0.64	29,306	0.64	0	0.00
ECONOMIC DEV INCENTIVE SPEC II	39,706	1.00	20,799	0.36	20,799	0.36	0	0.00
ECONOMIC DEV INCENTIVE SPC III	61,020	1.27	97,359	2.00	97,359	2.00	0	0.00
STUDENT INTERN	0	0.00	4	0.00	4	0.00	0	0.00
MISCELLANEOUS PROFESSIONAL	4,905	0.16	0	0.00	0	0.00	0	0.00
PRINCIPAL ASST BOARD/COMMISSON	61,200	1.00	94,274	2.00	94,274	2.00	0	0.00
TOTAL - PS	216,451	5.00	241,742	5.00	241,742	5.00	0	0.00
TRAVEL, IN-STATE	20,004	0.00	56,250	0.00	56,250	0.00	0	0.00
TRAVEL, OUT-OF-STATE	15,527	0.00	22,500	0.00	22,500	0.00	0	0.00
SUPPLIES	1,768	0.00	16,750	0.00	18,750	0.00	0	0.00
PROFESSIONAL DEVELOPMENT	33,230	0.00	15,000	0.00	15,000	0.00	0	0.00
COMMUNICATION SERV & SUPP	2,699	0.00	11,250	0.00	11,250	0.00	0	0.00
PROFESSIONAL SERVICES	51,529	0.00	77,750	0.00	77,750	0.00	0	0.00
M&R SERVICES	146	0.00	3,750	0.00	3,750	0.00	0	0.00
COMPUTER EQUIPMENT	7,035	0.00	0	0.00	0	0.00	0	0.00
OFFICE EQUIPMENT	6,354	0.00	7,500	0.00	7,500	0.00	0	0.00
OTHER EQUIPMENT	1,050	0.00	1,000	0.00	1,000	0.00	0	0.00
BUILDING LEASE PAYMENTS	162	0.00	3,700	0.00	3,700	0.00	0	0.00
EQUIPMENT RENTALS & LEASES	812	0.00	3,750	0.00	3,750	0.00	0	0.00
MISCELLANEOUS EXPENSES	16,766	0.00	41,250	0.00	41,250	0.00	0	0.00
REBILLABLE EXPENSES	0	0.00	50	0.00	50	0.00	0	0.00
TOTAL - EE	157,124	0.00	262,500	0.00	262,500	0.00	0	0.00
PROGRAM DISTRIBUTIONS	3,992,142	0.00	4,885,656	0.00	4,865,656	0.00	0	0.00
TOTAL - PD	3,992,142	0.00	4,885,656	0.00	4,865,656	0.00	0	0.00
GRAND TOTAL	\$4,367,717	5.00	\$5,369,696	5.00	\$5,389,696	5.00	\$0	0.00
GENERAL REVENUE	\$33,660	0.55	\$35,561	1.00	\$35,561	1.00		0.00
FEDERAL FUNDS	\$4,334,057	4.45	\$5,354,337	4.00	\$5,354,337	4.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00

PROGRAM DESCRIPTION

Department: Economic Development

HB Section(s):

7.085

Program Name: MO Community Service Commission

Program is found in the following core budget(s): MO Community Service Commission

1a. What strategic priority does this program address?

Empower Missouri's Communities

1b. What does this program do?

- The purpose of the Missouri Community Service Commission (MCSC) is to strengthen Missouri communities through volunteerism and service by connecting Missourians of all ages and backgrounds in an effort to improve unmet community needs through direct and tangible services.
- This program provides opportunities for individuals to serve their communities as full-time or less than full-time AmeriCorps members. The MCSC and AmeriCorps are part of a national service network supported by the Corporation for National and Community Service. MCSC administers AmeriCorps State funding by awarding monetary grants and providing technical assistance and support. Individuals serve through alignment with community-based nonprofit organizations, educational institutions and faith-based organizations with 501(c)3 status.
- Core priorities are education, public safety, healthy futures, economic opportunity, disaster relief, and veterans and their families.

2a. Provide an activity measure(s) for the program.

	FY2016		FY2017		FY2018		FY2019	FY2020	FY2021
	Projected	Actual	Projected	Actual	Projected	Actual	Projected	Projected	Projected
Program Count	N/A	21	N/A	23	20	22	22	22	23
Member Count	N/A	551	N/A	491	600	654	600	600	700
Member Service Hours	N/A	936,700	1,000,000	834,700	1,000,000	1,064,200*	1,020,000	1,020,000	1,020,000
Number of Volunteers	N/A	36,212	N/A	34,163	50,000	6,892*	60,000	70,000	75,000

Note 1: Volunteer projections are increasing due to volunteers deployed after natural disasters in FY17 and continued volunteer needs in FY18 and beyond.

*Note 2: Service Hours and number of volunteers reflect data reported on 3 of 4 quarters in federal Fiscal Year. Will have final data at the end of October 2018.

2b. Provide a measure(s) of the program's quality.

Customer Satisfaction Survey

	FY2018	FY2019	FY2020	FY2021
	Actual	Projected	Projected	Projected
Customers Satisfied with Knowledge of MCSC Staff	82%	85%	88%	88%
Customers Satisfied with Assistance Received from MCSC Staff	91%	92%	95%	95%
Customers Satisfied with Ease of Application Process & Forms	65%	75%	80%	85%

Note 1: 22 customers responded to the satisfaction survey.

Note 2: Results of customer survey depicts percentage of respondents that were somewhat or very satisfied.

Note 3: First year of survey, so previous year results not available.

Note 4: Staff will continue to strive to provide good customer service. Staff will also continue to look for ways to streamline and review the application process while still complying with federal and state regulations.

PROGRAM DESCRIPTION

Department: Economic Development

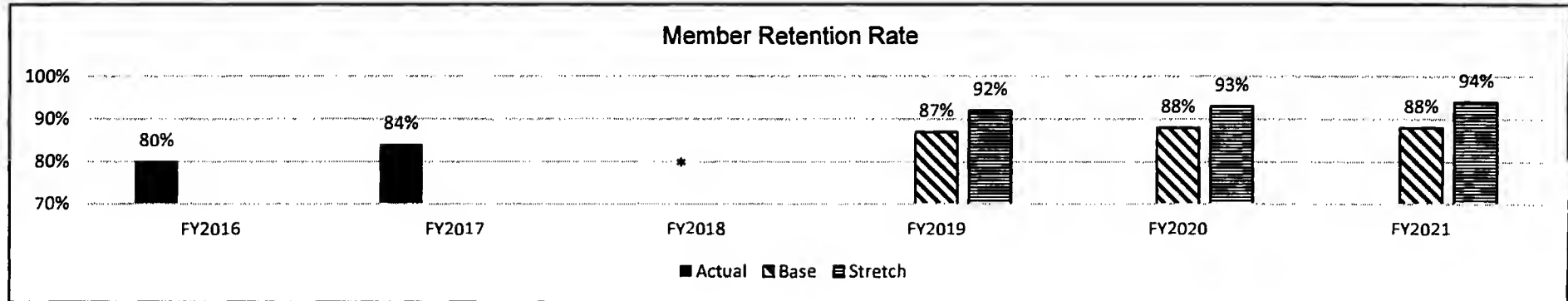
HB Section(s):

7.085

Program Name: MO Community Service Commission

Program is found in the following core budget(s): MO Community Service Commission

2c. Provide a measure(s) of the program's impact.

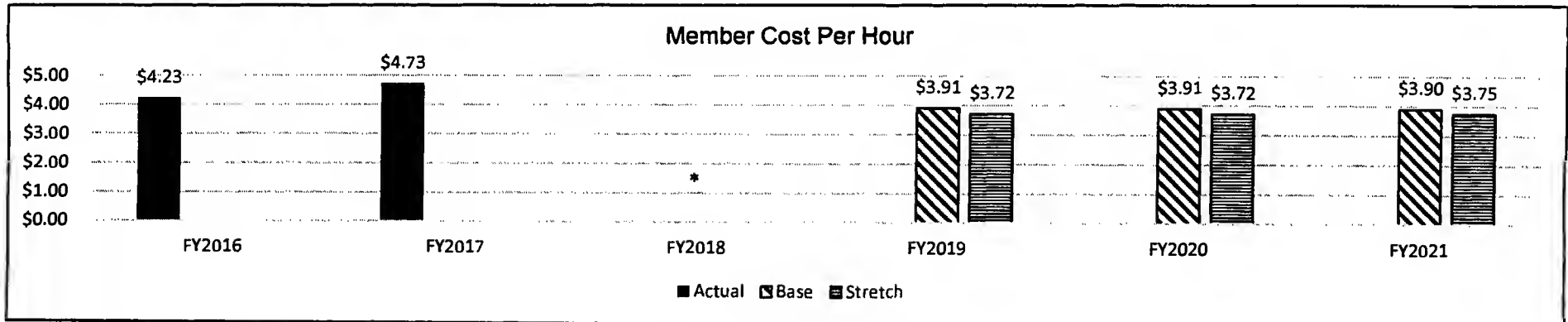


Note 1: Calculated by review of grant management system monthly and quarterly program reporting of member retention.

*Note 2: FY2018 data available by the end of October 2018.

Note 3: Base target is calculated by examination of historical member trends and retention rates and Stretch target is a 5% increase over Base.

2d. Provide a measure(s) of the program's efficiency.



Note 1: Calculated by dividing the number of member service hours by the cost of the program.

*Note 2: FY2018 data available by the end of October 2018.

Note 3: Base target is calculated by anticipated future member counts and Stretch target assumes an additional 5% in member service hours without an increase in program costs.

Note 4: This is a new measure; therefore, Projected data for FY16 and FY17 is not available.

PROGRAM DESCRIPTION

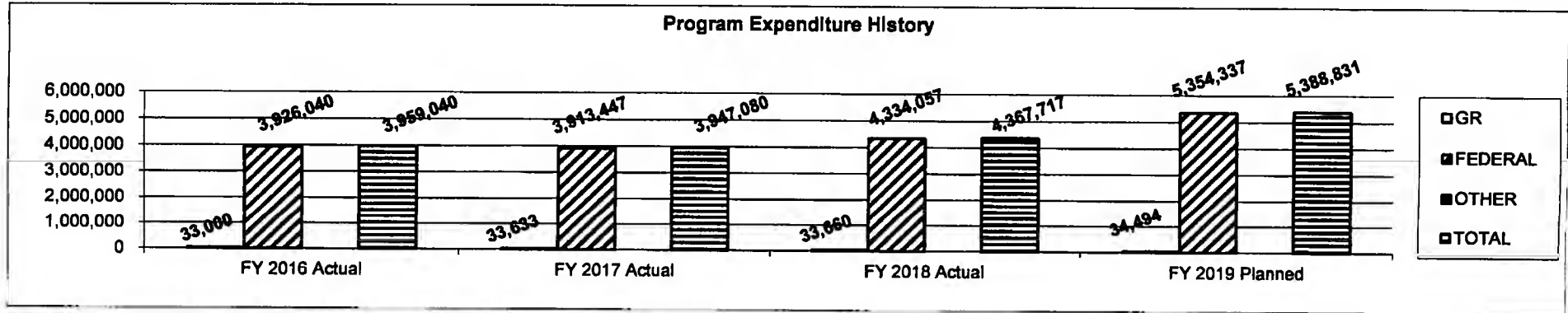
Department: Economic Development

HB Section(s): 7.085

Program Name: MO Community Service Commission

Program is found in the following core budget(s): MO Community Service Commission

3. Provide actual expenditures for the prior three fiscal years and planned expenditures for the current fiscal year. (Note: Amounts do not include fringe benefit costs.)



Note: Planned Expenditures for GR reflect 3% Governor's Reserve.

4. What are the sources of the "Other " funds?

N/A

5. What is the authorization for this program, i.e., federal or state statute, etc.? (Include the federal program number, if applicable.)

Section 26.600, RSMo.; Federal - National and Community Service Act of 1993; HR 4854

6. Are there federal matching requirements? If yes, please explain.

There is a \$1 for \$1 match requirement on the administrative portion of the funds. This match is accomplished by soft costs allocated by DED. Qualifying organizations must provide match based on the amount of funds subgranted from MCSC starting at 24% in the first 3 years, gradually increasing to a 50% maximum.

7. Is this a federally mandated program? If yes, please explain.

No

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit <u>42180C</u>
Division: Business and Community Services	
DI Name: MO Community Svcs Comm Increase DI#1419004	HB Section <u>7.085</u>

1. AMOUNT OF REQUEST

	FY 2020 Budget Request				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	782,500	0	782,500	
TRF	0	0	0	0	
Total	0	782,500	0	782,500	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

	FY 2020 Governor's Recommendation				E
	GR	Federal	Other	Total	
PS	0	0	0	0	
EE	0	0	0	0	
PSD	0	0	0	0	
TRF	0	0	0	0	
Total	0	0	0	0	
FTE	0.00	0.00	0.00	0.00	

Est. Fringe	0	0	0	0
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Note: Fringes budgeted in House Bill 5 except for certain fringes budgeted directly to MoDOT, Highway Patrol, and Conservation.

Other Funds:

2. THIS REQUEST CAN BE CATEGORIZED AS:

<input type="checkbox"/> New Legislation	<input type="checkbox"/> New Program	<input type="checkbox"/> Fund Switch
<input type="checkbox"/> Federal Mandate	<input checked="" type="checkbox"/> Program Expansion	<input type="checkbox"/> Cost to Continue
<input type="checkbox"/> GR Pick-Up	<input type="checkbox"/> Space Request	<input type="checkbox"/> Equipment Replacement
<input type="checkbox"/> Pay Plan	<input type="checkbox"/> Other: _____	

3. WHY IS THIS FUNDING NEEDED? PROVIDE AN EXPLANATION FOR ITEMS CHECKED IN #2. INCLUDE THE FEDERAL OR STATE STATUTORY OR CONSTITUTIONAL AUTHORIZATION FOR THIS PROGRAM.

This new decision item is being requested in order to increase the federal appropriation authority for the Missouri Community Service Commission (MCSC), Section 7.085 in House Bill 7. The increase is needed due to the increase in funding by the Corporation for National and Community Service for the new program year. The current appropriation authority of \$5,148,156 is inadequate based on the amount of the new grants which total \$5,930,656.

NEW DECISION ITEM
RANK: _____ OF _____

Department: Economic Development	Budget Unit 42180C
Division: Business and Community Services	
DI Name: MO Community Svcs Comm Increase DI# 1419004	HB Section 7.085

4. DESCRIBE THE DETAILED ASSUMPTIONS USED TO DERIVE THE SPECIFIC REQUESTED AMOUNT. (How did you determine that the requested number of FTE were appropriate? From what source or standard did you derive the requested levels of funding? Were alternatives such as outsourcing or automation considered? If based on new legislation, does request tie to TAFP fiscal note? If not, explain why. Detail which portions of the request are one-times and how those amounts were calculated.)

The current federal appropriation authority is \$5,141,156. The amount available for new funding is \$5,930,656; therefore, the request totals the difference of \$782,500.

5. BREAK DOWN THE REQUEST BY BUDGET OBJECT CLASS, JOB CLASS, AND FUND SOURCE. IDENTIFY ONE-TIME COSTS.

Budget Object Class/Job Class	Dept Req GR DOLLARS	Dept Req GR FTE	Dept Req FED DOLLARS	Dept Req FED FTE	Dept Req OTHER DOLLARS	Dept Req OTHER FTE	Dept Req TOTAL DOLLARS	Dept Req TOTAL FTE	Dept Req One-Time DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
			0				0			
							0			
Total EE	0		0		0		0		0	
Program Distributions			782,500				782,500			
Total PSD	0		782,500		0		782,500		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	782,500	0.0	0	0.0	782,500	0.0	0	

NEW DECISION ITEM

RANK: _____ OF _____

Department: Economic Development				Budget Unit		42180C				
Division: Business and Community Services										
DI Name: MO Community Svcs Comm Increase		DI#1419004		HB Section		7.085				
	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	Gov Rec	
	GR	GR	FED	FED	OTHER	OTHER	TOTAL	TOTAL	One-Time	
Budget Object Class/Job Class	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	FTE	DOLLARS	E
							0			
							0	0.0		
Total PS	0	0.0	0	0.0	0	0.0	0	0.0	0	
							0			
							0			
							0			
Total EE	0		0		0		0		0	
Program Distributions										
Total PSD	0		0		0		0		0	
Transfers										
Total TRF	0		0		0		0		0	
Grand Total	0	0.0	0	0.0	0	0.0	0	0.0	0	

NEW DECISION ITEM
RANK: _____ **OF** _____

Department: <u>Economic Development</u>	Budget Unit <u>42180C</u>
Division: <u>Business and Community Services</u>	
DI Name: <u>MO Community Svcs Comm Increase</u> <u>DI#1419004</u>	HB Section <u>7.085</u>

6. PERFORMANCE MEASURES (If new decision item has an associated core, separately identify projected performance with & without additional funding.)

6a. Provide an activity measure(s) for the program.

Refer to the Core Program Description for the Missouri Community Commission.

6b. Provide a measure(s) of the program's quality.

Refer to the Core Program Description for the Missouri Community Commission.

6c. Provide a measure(s) of the program's impact.

Refer to the Core Program Description for the Missouri Community Commission.

6d. Provide a measure(s) of the program's efficiency.

Refer to the Core Program Description for the Missouri Community Commission.

7. STRATEGIES TO ACHIEVE THE PERFORMANCE MEASUREMENT TARGETS:

MCSC receives funding from the Corporation for National and Community Service to administer the AmeriCorps State and Education Awards program in Missouri. These funds are made available to not-for-profit organizations, educational institutions, community-based organizations and faith-based organizations with 501(c)3 status. These grants provide communities and neighborhoods with the human resources necessary to address their most pressing civic needs and gives individuals a way to serve by completing community service projects.

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DECISION ITEM DETAIL

Budget Unit	FY 2018	FY 2018	FY 2019	FY 2019	FY 2020	FY 2020	*****	*****
Decision Item	ACTUAL	ACTUAL	BUDGET	BUDGET	DEPT REQ	DEPT REQ	SECURED	SECURED
Budget Object Class	DOLLAR	FTE	DOLLAR	FTE	DOLLAR	FTE	COLUMN	COLUMN
MO COMMUNITY SVS COMMISSION								
MO Community Services Comm Inc - 1419004								
PROGRAM DISTRIBUTIONS	0	0.00	0	0.00	782,500	0.00	0	0.00
TOTAL - PD	0	0.00	0	0.00	782,500	0.00	0	0.00
GRAND TOTAL	\$0	0.00	\$0	0.00	\$782,500	0.00	\$0	0.00
GENERAL REVENUE	\$0	0.00	\$0	0.00	\$0	0.00		0.00
FEDERAL FUNDS	\$0	0.00	\$0	0.00	\$782,500	0.00		0.00
OTHER FUNDS	\$0	0.00	\$0	0.00	\$0	0.00		0.00